

# THE LARKIN IDEA



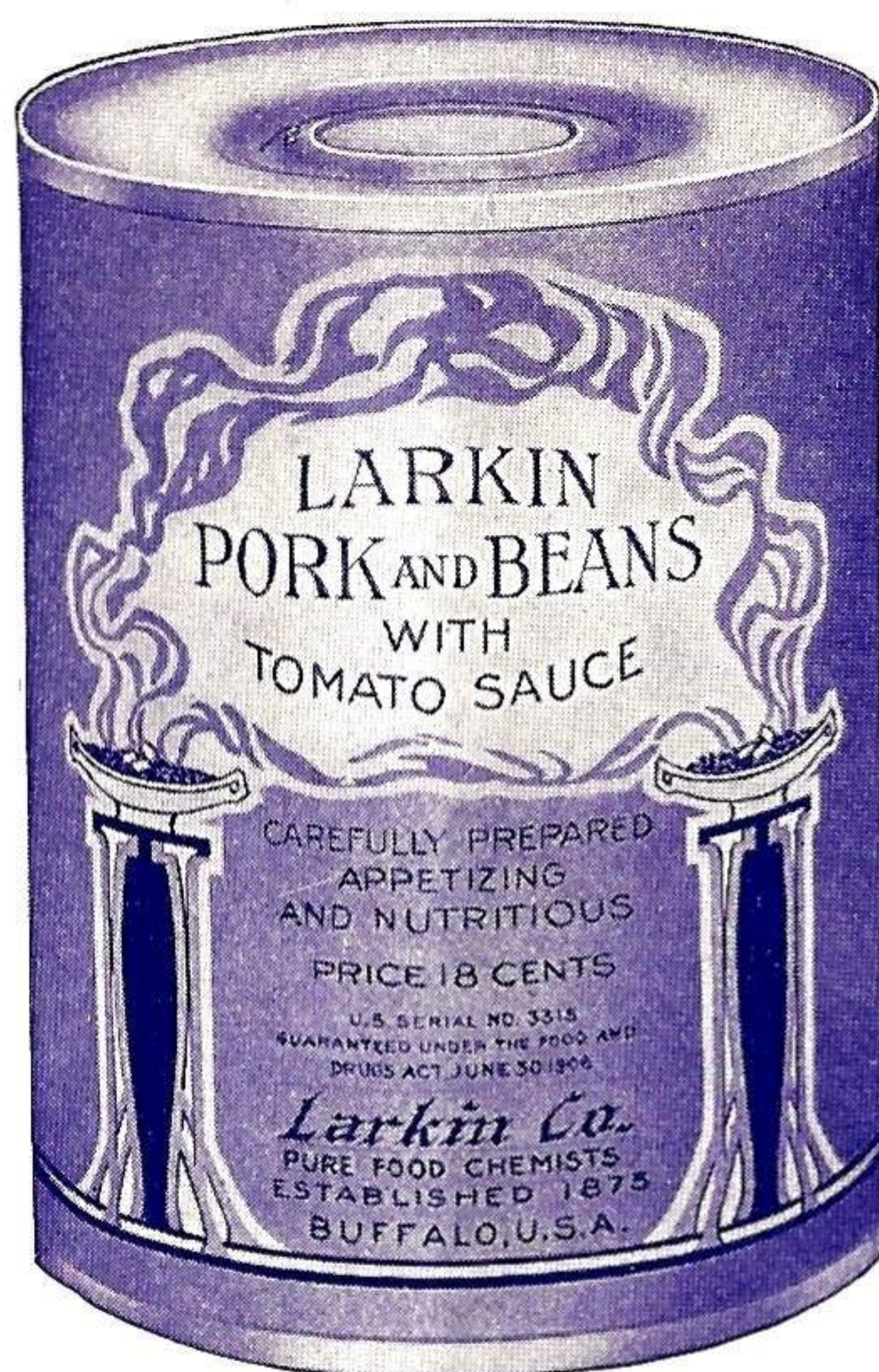
*School days are here again.*

**SEPTEMBER 1907**



# LARKIN PORK AND BEANS

SOON WILL BE READY



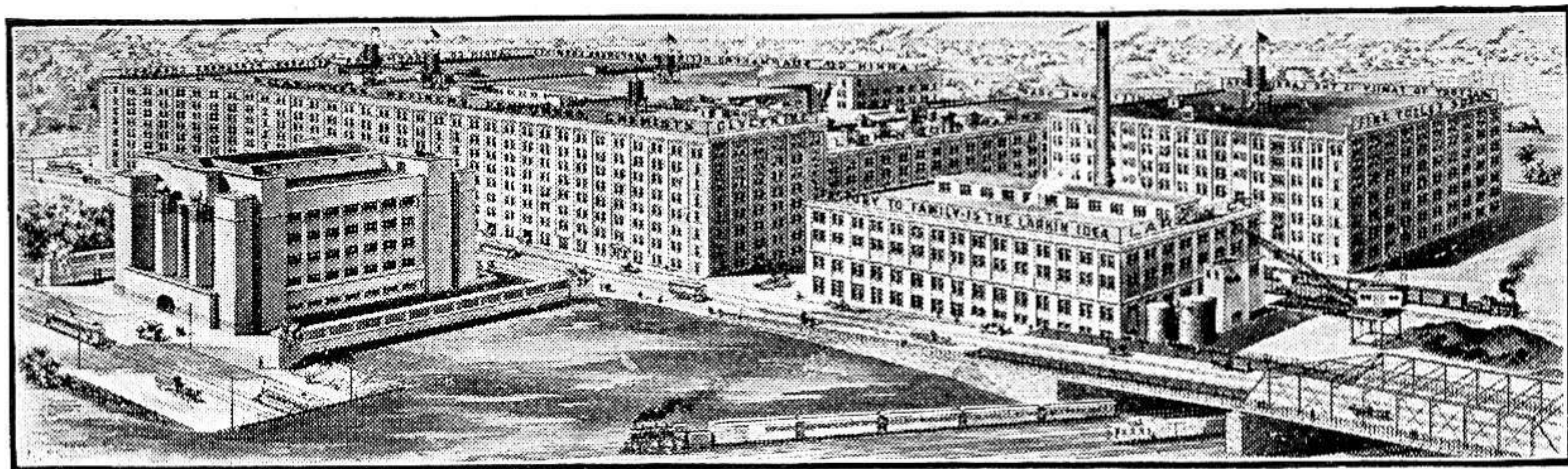
SOON after October 1st we shall be ready to furnish Larkin Pork and Beans with Tomato Sauce. This toothsome food is prepared from selected, hand-picked, Michigan beans and tender, juicy pork. To the rich food-value of this palatable combination is added the delicious, spicy flavor of a sauce prepared from Indiana-grown tomatoes.

Larkin Pork and Beans are made in our own plant; this is assurance that they are altogether clean and wholesome. They contain no coloring-matter or preservative of any kind. Order after October 1st.

PER CAN, 18 CENTS



# The Larkin Idea



VOL. VII.

SEPTEMBER, 1907.

No. 7

## \$21.00 Worth of Products for \$10.00 and \$2.00 Worth More for a Service.

A PURELY business proposition representing a saving of 50 cents on the dollar is not one to be carelessly ignored. This applies both to the person who has reached the point where luxuries are as easily purchased as necessities, and to the person who still recognizes the dollar as a means for obtaining the fullest possible value in necessities. To the first a saving of 50% means the accumulation of more dollars, while to the second it means a wider scope for the purchasing of necessities.

The *Larkin Co.* extends to both the fruit of its years of experience in producing and purchasing, with the total elimination of middlemen's profits, and a consequent saving to the purchaser, which, figured in dollars and cents, means a clear gain of 50%. This gain is in comparison with articles purchased from the retailer, who is himself an innocent victim of the large profit absorbed by the jobber, wholesaler, and other middlemen. To illustrate; we will suppose that the manufacturer of a certain article puts it into the hands of the jobber for 20 cents. From the jobber

it is perhaps given to a wholesaler for 25 cents, who in turn passes it on to the retail merchant for 30 cents. An additional ten cents represents the profit of the merchant, and as a consequence the public pays 40 cents for an article on which the manufacturer was originally making a profit at 20 cents. This then, is the profit of the Middlemen, and the loss of the Public. Of course, all this increase is not clear profit; the middlemen's expenses are so great.

The *Larkin Co.* does away with this cost which adds no value, and offers its products direct from factory to family. In other words, the customer takes the place of the jobber, the wholesaler, and the retailer, and receives such values as are otherwise made to the jobber.

This means of direct factory-to-family dealing enables us to furnish you products of a superior quality at a clear saving of 50% and over.

Perhaps the most readily grasped evidence of this great saving in the cost of living is found in our offer of \$20.00 worth of products, (at regular retail list-value) for \$10.00 cash.



This in itself represents the clear saving of 50 cents on the dollar but in addition to the above we give a present-for-cash of 50c worth of products for every ten-dollar list accompanied by cash. This means that \$10.00 will procure \$21.00 worth of *Larkin* Products, products tried-out and proven to stand second to none.

Then, beyond all this, if evidence accompanies a cash order showing that the products are to be distributed to ten or more families we award a certificate for every \$10.00 purchase of *Larkin* Products with or without a premium. This, if the customer so chooses, may be redeemed in products, thus giving a total retail value of \$23.00 worth of products for \$10.00 cash, a saving of considerably over 50%.

These values that we have illustrated, backed up by honest and square dealing, are such that it is a kind service to your neighbor to pass along a word of recommendation should she be ignorant of the advantages to be gained by direct dealing with the *Larkin Co.*

Since it is a law of nature that every effect must have a cause, remember our motto, "SAVE ALL COST WHICH ADDS NO VALUE". It is this simple primary rule which enables us to give the service that we do, and to perform it in a spirit that says, "If you are not entirely satisfied, the *Larkin Co.* stands ready and willing to reimburse you for any outlay that you may have made or to adjust any difficulty that you may have experienced, either directly or indirectly."

R. E. H.



LARKIN EMPLOYEES AT PLAY.

The picture shows an interested group watching an athletic event at the recent outing of Larkin Co's Administrative Force at Cascade Park in hills of Cattaraugus County, N. Y.



## Some Toilet Requisites and How to Use Them.

### Witch Hazel Cream.



After a day in the open air there is no more soothing application, than one of Witch Hazel Cream. It cools the burning sensation and relieves the dryness of the skin, without leaving any greasy deposit. You will be delighted with it.

### Massage Cream.

About three times a week use *Larkin* Massage Cream, as a cleanser and a skin tonic for the face. After washing the face with soap and warm water, leave the skin moist, and with the ends of the fingers rub in the Massage Cream until it forms in little rolls and falls off. This cream enters the pores and removes all greasy and foreign deposits, beside being a tonic for the skin. The skin becomes soft and firm by its application.



### Eau De Cologne.

Nearly everyone has one favorite toilet water, one preferring one odor, another, another, but if you have not tried *Larkin* Eau de Cologne you will enjoy using it. It is pungently refreshing. Besides the pleasure coming from its use as a toilet water, it often relieves a headache when carefully rubbed on the forehead or at the back of the head.



### Violet Talcum Powder.

Many times a bit of powder is

required to finish the toilet. The perspiration which collects on the face and neck gives them a greasy look, and nothing removes that appearance so well, as carefully applied *Larkin* Violet Talcum Powder. When using anything of this sort, it is so much wiser to use a harmless well-prepared powder than one injurious to the skin.



### Egg Shampoo; Hair Tonic.

Now that the summer is over, and we must return to hats, it is well to subject the hair to a thorough treatment. Of course you have been using *Larkin* Egg Shampoo all through the summer, but the sun and air have done much to keep your hair in good condition through the summer, if you have been in the open. Wash it thoroughly with the Shampoo and rinse well, and we emphasize the rinsing, because the hair is so much fluffier if thoroughly rinsed. Then rub into the scalp the *Larkin* Hair Tonic using a rotary movement, and beginning at the edges of the hair working toward the top of the head. Besides doing this when you shampoo the hair, do it every evening when arranging the hair for the night. Shake it loose, brush well and then apply the tonic. You will be surprised how quickly the hair will begin to thicken.



*Larkin* Witch Hazel Cream, Per 4-oz. jar, 25 cents.

*Larkin* Massage Cream, Per 2-oz. glass jar, 50 cents.

Eau de Cologne, Per 4-oz. sprinkler-top bottle, 50 cents.



*Larkin* Violet Talcum Powder Per 4-oz. sprinkler-top bottle, 35 cents.  
 3-oz. sprinkler-top box, 15 cents.      *Larkin* Egg Shampoo Per 4-oz.  
*Larkin* Quinine Hair Tonic Per bottle, 25 cents.

### Filling A Larkin Order.

**T**HERE is something admirable about the system and orderly dispatch with which an order for *Larkin* Products and a Premium is handled after it reaches Buffalo. Every step in its progress until the articles for which it calls are safe aboard the car that is to carry them toward their destination is accomplished swiftly, quietly and in perfect order.

The *Larkin* mail-automobile conveys the orders from the post-office to our Administration Building where, in the In-Mail Dept., they are opened and sent to the proper office-group. On account of the great volume of this business the United States is divided up into districts and the

orders from one district always go to the same group—thus the clerks who continuously handle the orders of the same customers become intimately acquainted with them and understand their wishes perfectly.

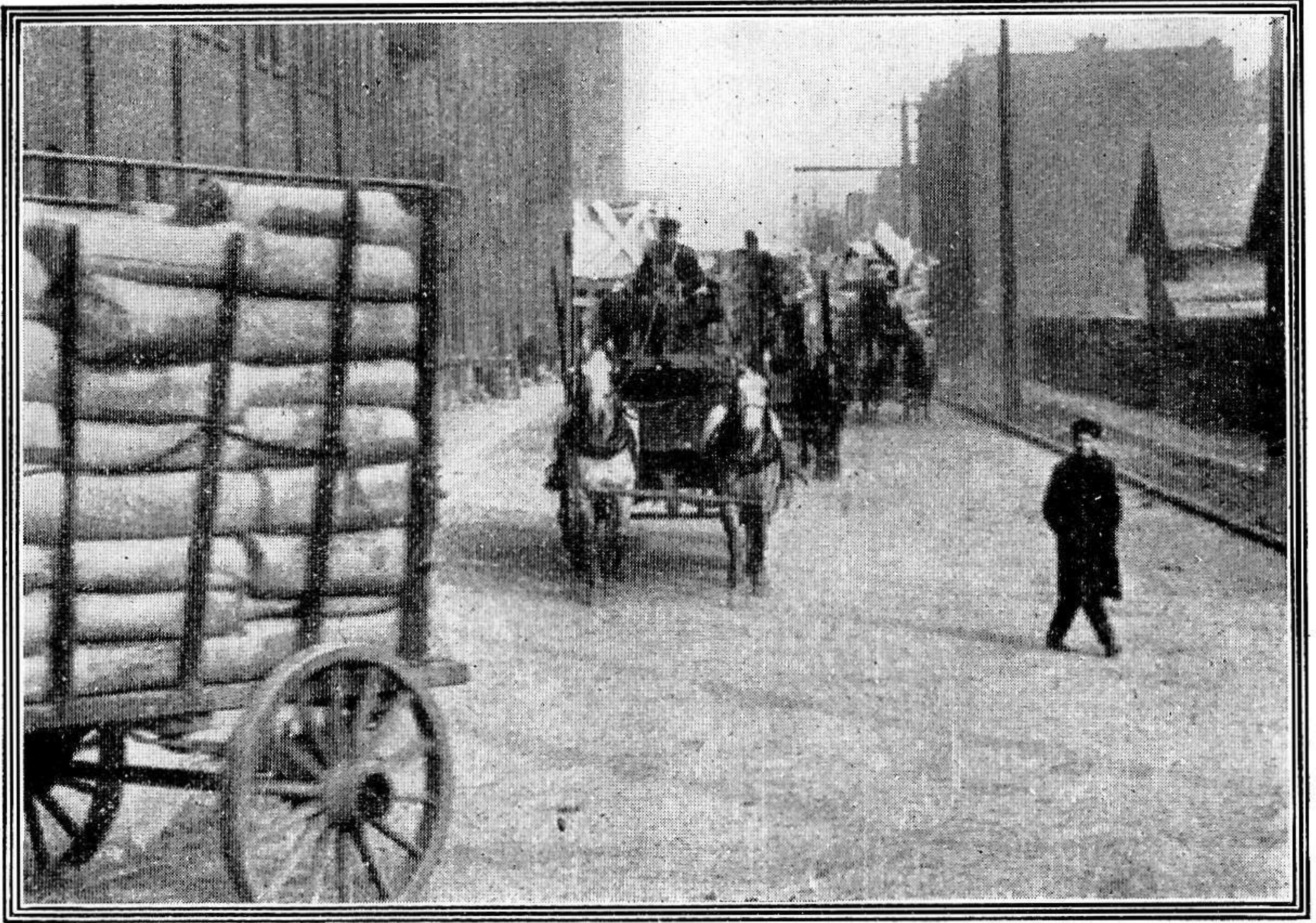
A copy of the order is made on a slip so arranged that the packer who is to pack the order can tell at a glance just what is to go into the case. There is an ingenious system employed to enable him to select the right-sized case, instantly after a quick scrutiny of the Products listed.

But we are going ahead of our story. In the State Group a bill-of-lading and two shipping-tags, one for the box of Products and one for the Premium, are made out. The tag



PACKING BOXES OF LARKIN PRODUCTS,





ORDERS READY FOR SHIPMENT LEAVING FOR THE FREIGHT-DEPOTS.

for the box of Products goes with the order-slip to the packing department; the tag for the Premium is sent to the warerooms and affixed to the proper article.

The tags and order-slips are sent to the Factories from the Administration Building through a pneumatic tube under the street which draws for its power upon one of the great air-compressors in the powerhouse.

The packing-boxes are assembled in our own factories with the aid of most ingenious machines that nail the sides, ends and the bottom of the box together neatly and with great rapidity. A brief description of these machines merits space.

The pieces called shooks of which the boxes are composed come down the lakes from the white-pine mills in Michigan and Wisconsin, planed, cut to the right size and printed.

Each machine is operated by one man and does a part of making up

the box. They are arranged in sets of three; they work on the same principle. In each of the first two, four tubes lead from a box containing nails. The man at the first machine seizes an end and a side placing them in a machine and presses a lever with his foot. The box containing the nails is raised. A nail slides down each of the four tubes and are quickly driven home, securely fastening the two pieces together, forming an angle.

The man at the second machine takes two of the angles and with his machine nails them together. The third machine nails on the bottoms, and the cases are sent to the Packing-Room.

In the packing-room the Products are arranged in shelves in front of which is a bench. After the packer determines the size of case to be used he places it before him and begins to pack in the Products. The packers are experts; one after another, they



tuck in the Products, fitting them so closely that when the order is completed there is no waste space in the case. It is important that they should do so because packing-cases are expensive these days and if there were but a few cubic inches wasted in each box the aggregate waste in the course of a day would be a substantial item; and then too the slightest avoidable waste is contrary to the *Larkin* Idea: Save All Cost Which Adds No Value. The covers are nailed on the cases by men whose active hammers, as they strike a single, sharp blow on each nail-head, produce a crash that is often likened to the fire of a company of infantry.

To each box there is affixed a shipping-tag. Each railroad has its own peculiar kind of tag so that the men who handle the boxes can tell at a glance to what railroad they are to go. The boxes that are to go to a certain railroad are piled at a certain platform in the Shipping-Department on the floor below the Packing-Room and the Premiums that are to accompany the boxes are piled near them. Automobiles and trucks hurry the shipments to the freight-depots which are but a short distance from our factories and in a short time the boxes arrive at their destinations gladdening the hearts of thousands of housewives in all parts of this bright land.

### Our New Buffalo Showroom.

A GENEROUS portion of the first floor of our brand-new, fire-proof building at Seneca and Van Rensselaer streets is given over to

tastefully displayed, give the room a beautiful and elegant appearance. We wish you could see it.

In this Showroom we receive the



EXTERIOR VIEW OF OUR NEW BUFFALO SHOWROOM.

our new Buffalo Showroom and City-Sales Department.

Here the *Larkin* Premiums and Products are displayed for the examination of patrons. The great room is delightfully airy and the light is splendid. The *Larkin* Premiums,

visitors who come to see our factories and from here the guides start with their parties on their interesting trip. When next you are in Buffalo, be sure to visit this Showroom. The Seneca street trolley from Main street stops at the door.



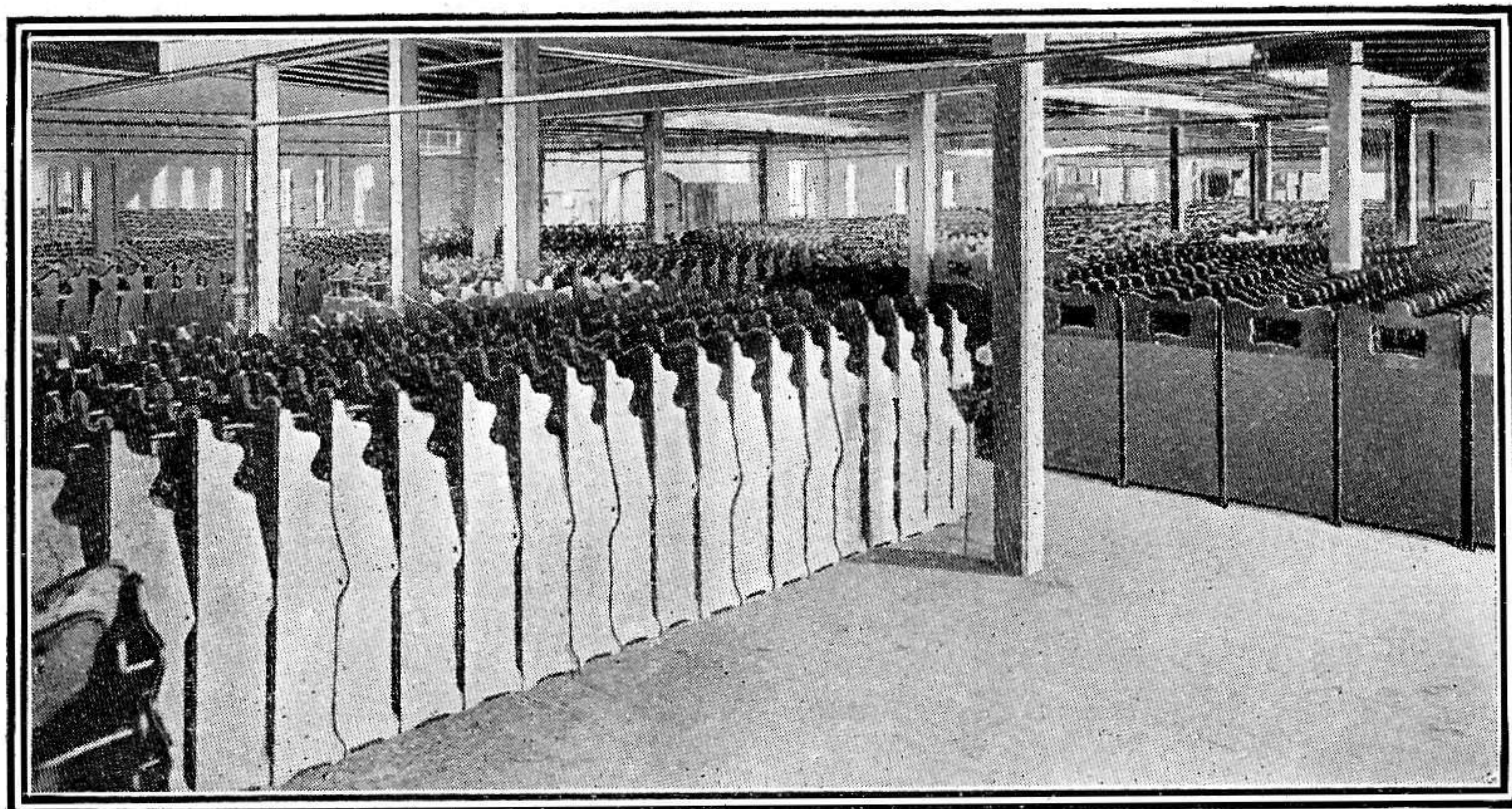
## Prompt Shipments of Chautauqua Desks.

**W**E are now able to meet the great demand for Chautauqua Desk No. 5 and are shipping this popular Premium promptly upon receipt of orders.

Ever since the fire, something over

orders to be filled. A new factory completely equipped, however, has been started, has at last caught up with the demand, and we are ready for your orders.

The Chautauqua Desk is the most



A GREAT STOCK OF CHAUTAUQUA DESKS READY FOR SHIPMENT FROM THE NEW FACTORY.

a year ago, which burned a great factory that made these desks for us, completely destroying not only a large stock of the desks but the raw materials and special machinery for making them, we have been unable to meet promptly the ever-increasing demand for this Premium. Just here we wish to express our sincere thanks to the customers who have waited so patiently for their

popular piece of furniture in the world. If that sounds extravagant to you consider that in over *three-fourths of a million homes* this desk is a useful and much admired furnishing.

The Chautauqua Desk No. 5 is given with \$10.00 worth of the Larkin Products or for five Certificates. You will find a complete description in the Premium List.

## Watch Out For Soap Swindlers.

**R**ECENTLY we have received several clippings of which the following from the Lock Haven, Pa., "Express" is typical:

"The good people of Salona and Nittany valley (Pennsylvania) are not the only losers in Clinton county through the manipulations of the glib-tongued, well dressed stranger, who promised so much for so little. After cleaning up the valley folks he invaded Hyner and North Bend and in two days cleaned up a cool hundred dollars which is not so bad.

"His mode of procedure was identical with that at Salona and other places visited. He first interests the lady of the house by introducing a cake of facial soap. Then he exhibits a line of samples of fine China and body Brussels which he is taking orders for at unheard of prices. He agrees to give \$100 in value for \$12, if sent C. O. D., but for cash will give the prospective purchaser a discount and the articles offered can be obtained for \$10.50. Quite a number who know the value of the goods bite at the opportunity of securing so much for so little and as the swindler has ten



days in which to deliver the goods he is many miles away before the day of delivery arrives. From North Bend he went to Renovo and from there it is thought to Buffalo. It would be well to keep a look-out for this smooth individual, but if once apprehended there are numerous victims in this county willing to appear against him."

We wish to caution our patrons to keep a sharp watch for these slick swindlers, because they not infrequently employ the name *Larkin* to help them ply their nefarious trade. Those who follow our "Four Suggestions," regarding soap-buying from strangers, are protected from such operations:

#### FOUR SUGGESTIONS

1st. Never buy soaps from traveling agents who are unknown to you, and to all people in your community.

2nd. Never buy soaps not made by a well-known manufacturer. There are a hundred thoroughly responsible and well-known soap manufacturers; it is not necessary to go outside of these for soaps.

3rd. Buy no goods of any kind on the promise of a premium, unless the premium is to be delivered with the goods.

4th. Pay no money to any traveling agent for any article until full delivery of satisfactory goods is made.

Nowadays the reader may learn how the proper and constant use of water keeps the healthy well, improves the sick, soothes the insane and exerts a moral influence over the criminal. The lover of the bath delights in thus seeing his creed upheld, and often the indifferent one becomes a bath convert simply on account of reading so much about the benefit of this kind of a bath, and the power in another kind of bath, and there is no doubt but that the widespread distribution of bathing literature will in the end fulfil its every promise, with the result that we will be better people, morally, physically and intellectually.

*Modern Sanitation.*



## FOR ONLY \$10

We will send you

## \$20 WORTH OF LARKIN PRODUCTS

YOUR SELECTION OF  
Laundry and fine Toilet Soaps,  
Toilet and Pharmacal Preparations,  
Coffee, Teas,  
Spices, Extracts, Baking  
Powders, Etc.

## Factory-to-Family Dealing

makes this double retail-value possible, because it eliminates the expenses and profits of middlemen—saves for you every fraction of cost that adds no value. You can save \$10 every few weeks.

## ABSOLUTE PURITY GUARANTEED

The name Larkin on a Product is a guarantee of standard merit. Larkin Food Products bear Serial Number 3315; it is the government's receipt for our guarantee of purity.

Over three million regular satisfied customers.

*Larkin Co. Buffalo, N. Y.*

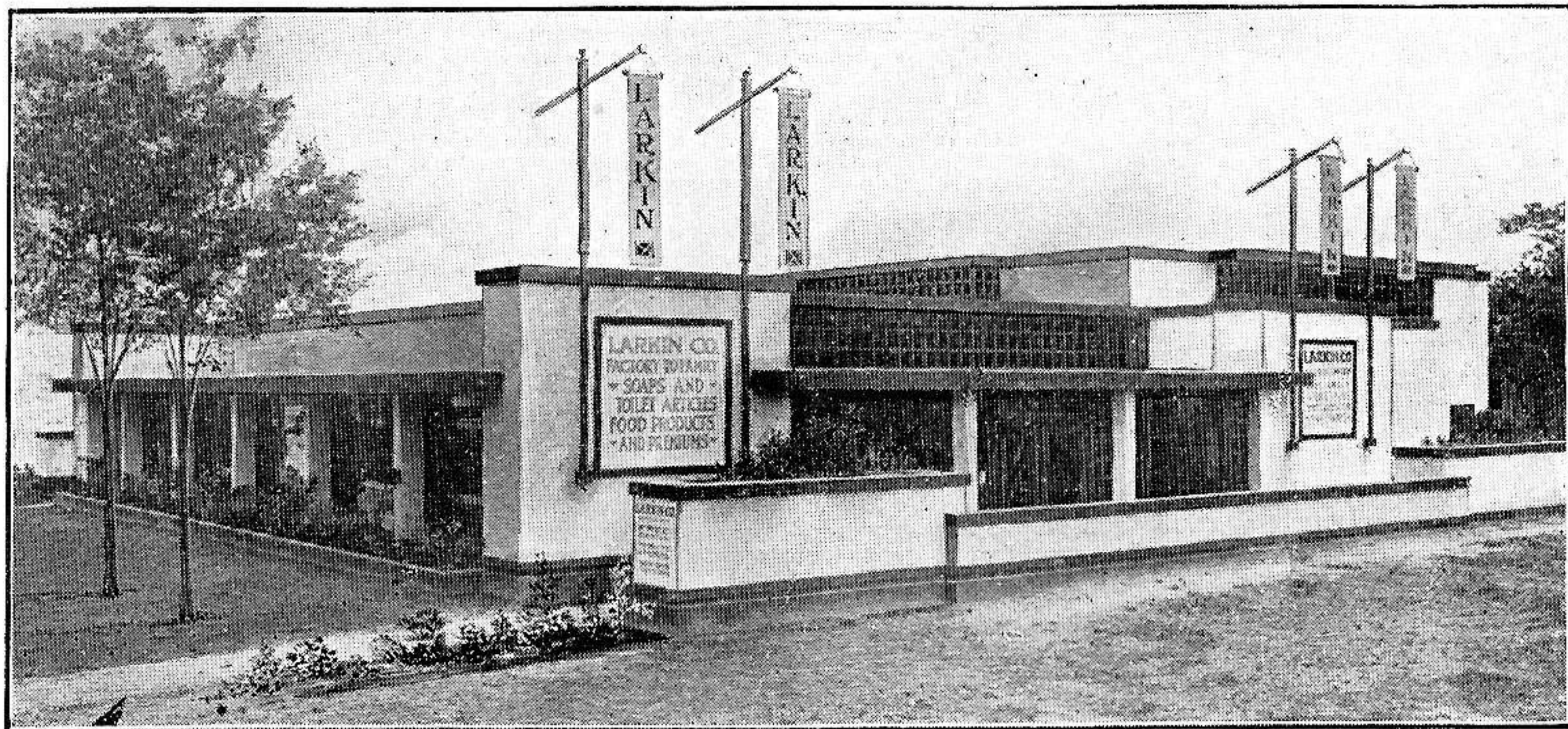


## Our Jamestown Building Popular.

A GOODLY number of pleasant comments have been made about our exhibit at the Jamestown Ter-Centennial Exposition, particularly of the moving pictures. It has

Many of the exhibitors in other buildings after visiting us have handed in a \$10.00 cash order.

Notations on orders sent us by Jamestown visitors prove that they

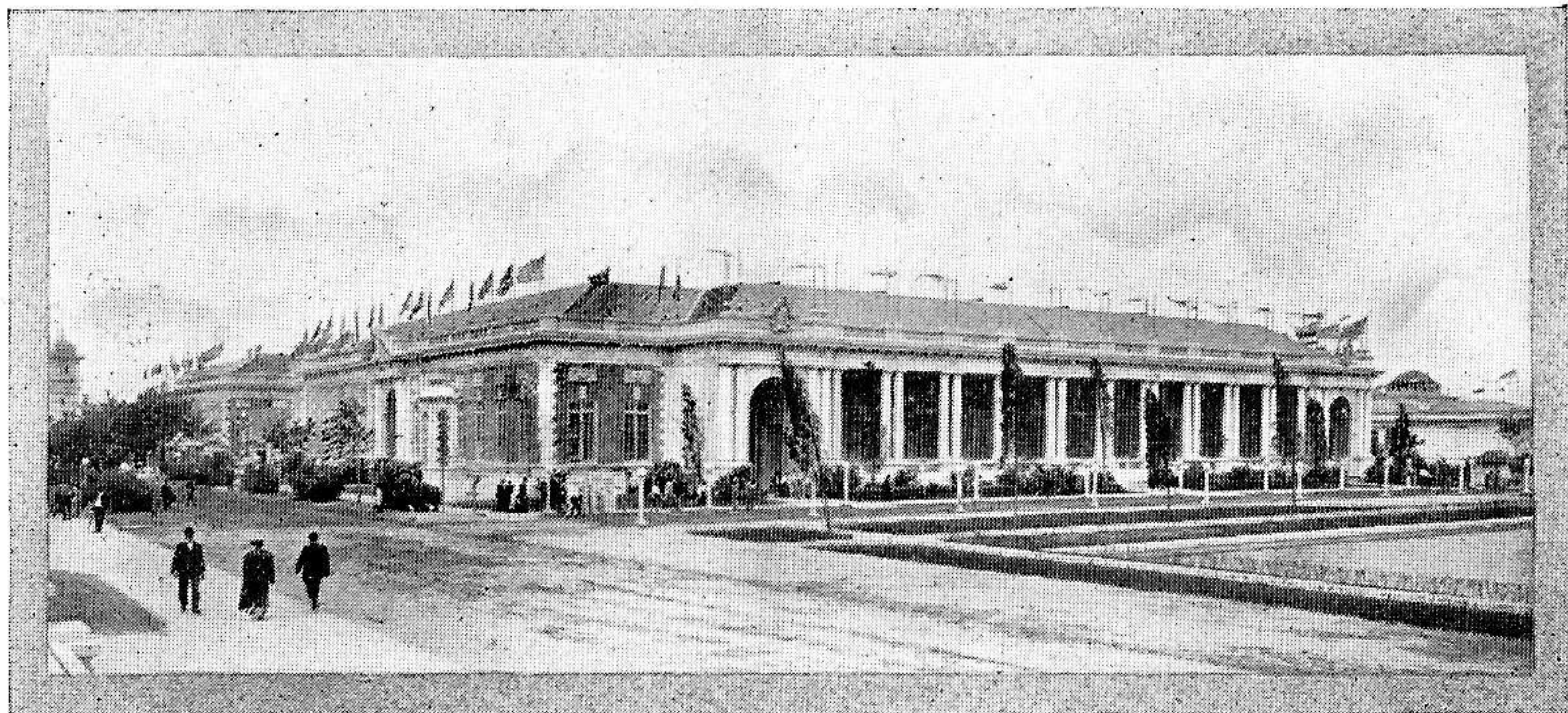


THE LARKIN BUILDING, JAMESTOWN EXPOSITION.

also been stated, quite frequently, that we have the best commercial exhibition of the whole Exposition.

One visitor remarked: "Your moving pictures are very pleasing and successful."

have been well pleased with our exhibit; in fact, one woman, when sending a \$15.00 cash order, said: "This order is the result of seeing your wonderful Exhibit at Jamestown."

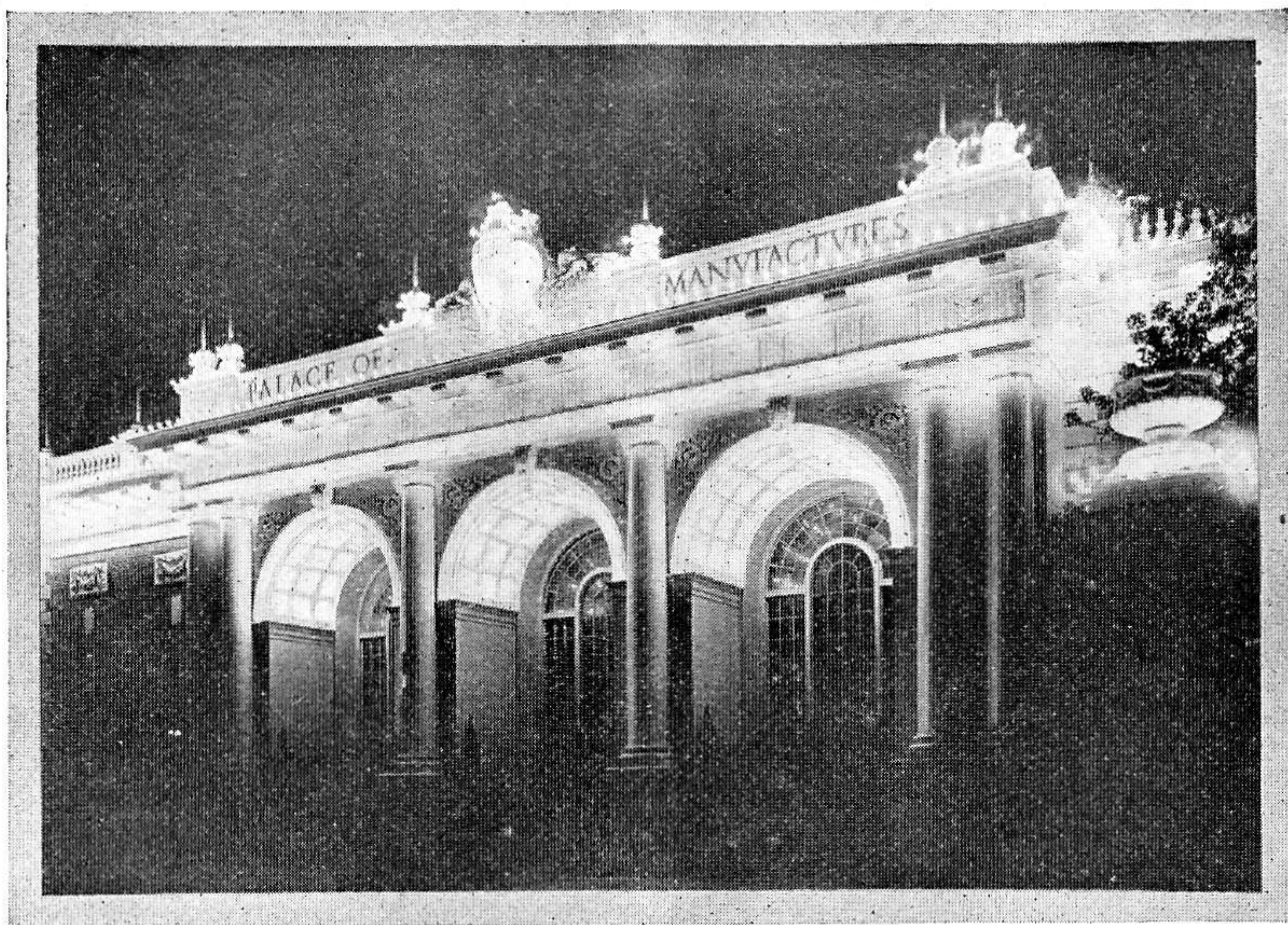


MANUFACTURES AND LIBERAL ARTS BUILDING.

A Buffalonian, after looking us over, said he thought our building and exhibit excelled that at the Pan-American Exposition.

One visitor wrote: "Your show building is well worth anyone's observation. The arrangement of the interior shows the great care





A GLIMPSE OF THE MAGNIFICENT ILLUMINATION.

used in placing the several exhibits to show to the greatest advantage. Your auditorium (where the moving pictures are shown) is better, has larger seating capacity and is better ventilated than any other building on the grounds."

Even though the Jamestown Exposition isn't as large as some of those of recent years, it is gratifying to know that the Larkin part is up to our standard of quality.

By all means visit the great exposition celebrating the three-hundredth anniversary of the founding of the first English settlement on American soil. It is a world's fair distinctly worth while. Keep the *Larkin* Building in mind. Arrange to spend considerable time in it. The things that you will learn there will not be the least important of those that the exposition has to offer, we assure you.

You need not miss this great exposition because of the lack of funds.

We will help you go, if you are enterprising enough to avail yourselves of the opportunity we can give you. A little pleasant work is all that is required.

This is our plan. Ten dollars will purchase from us \$20.00 worth of Soaps and Products without a Premium—any assortment you may select. These you may sell among friends and neighbors for \$20.00 and create an "Exposition Fund" of \$10.00.

Greatly reduced excursion rates to the Exposition from all parts of the country are offered by the railroads. You will not have to sell many \$10.00 assortments of *Larkin* Products to earn enough to defray the expense of a satisfactory visit to the great fair.

During the fall months, the vicinity of Hampton Roads and the Jamestown Exposition is at its best. Here there is a peculiar mellowness in the fall air that is unusually delightful.





THE VIRGINIA BUILDING.

The days are warm and balmy, but not uncomfortably hot as they are apt to be in midsummer, and the nights are cool. The best part of the Jamestown Exposition season is now at hand and in all parts of the country interest in this great historical

exposition is growing apace. From indications it is fair to say that great crowds will be on the grounds during the next three months. Better join them; and remember The *Larkin* Building.

## Traveling Showroom Schedules

### VERMONT

St. Johnsbury, - Sept. 16 to Sept. 21  
 Barre, - - - Sept. 23 to Sept. 28  
 Montpelier, - - Sept. 30 to Oct. 5  
 St. Albans, - Oct. 7 to Oct. 12  
 Burlington, - - Oct. 14 to Oct. 19

### MICHIGAN

Traverse City, - Sept. 16 to Sept. 21  
 Manistee, - - .Sept. 23 to Sept. 28  
 Muskegon, - - Sept. 30 to Oct. 5  
 Grand Rapids, - Oct. 7 to Oct. 19

### JAMESTOWN TER-CENTENNIAL, UNTIL NOVEMBER 30.

The exhibit consists of a beautiful display of Products and Premiums, moving pictures of Buffalo, Niagara Falls and the Larkin Factories and other special features, in the Larkin Building, Exposition Grounds.

**These Schedules are Subject to Change; Customers in the Cities Visited will be Notified of Locations of the Showrooms.**



# THE LARKIN IDEA

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Published on the first day of each month.  
Mailed to any address in the United States or  
Canada on receipt of the subscription price.

50 CENTS A YEAR

Short contributions are requested from  
patrons who have something to say that  
will interest others.

Published by *Larkin Co.*

ESTABLISHED, 1875.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS  
IMPORTERS.

Factories and General Offices, Buffalo, N. Y.

Branch for West-of-the-Mississippi patrons,  
Peoria, Ill.

## LOCAL BRANCHES:

237, 239 W. 23d St.,	New York City
149 Massachusetts Ave.,	Cambridge, Boston
2222, 2224 Arch Street,	Philadelphia
820-824 Liberty Avenue,	Pittsburg
Cor. Prospect and E. 4th Sts.,	Cleveland

SEPTEMBER, 1907.

**H**EREAFTER, in order to save  
our customers from increased  
freight-charges resulting from recent  
traffic-legislation, we shall ship  
Larkin Table Salt in separate cases.

Order it only in lots of 10 5-pound  
cartons. Price \$1.00 for 10 cartons.

We know from past experience,  
that this effort to save money for  
our customers will meet with their  
approval.

**A** CUSTOMER in Kansas sends us  
this engaging letter: "As a  
user of your Products and secretary  
of three Clubs-of-Ten, I want to ask  
you if it would be possible for you to  
put *thread* on your list. We people  
out here have to pay six cents a spool  
straight, and have the cheerful  
assurance that we can soon pay ten,  
and we are *frantic*.

"Now we ladies swear *by Larkin*,  
(while the merchants swear *at*  
*Larkin*), and want you to come to  
our rescue if possible; and we feel all  
things *are* possible to you. We will  
measure our *g r a t i t u d e* by the

thousands of yards, if you do, but if  
you *don't* you may as well lay in an  
extra supply of *pins*, for we will soon  
have to pin our clothes together,  
which might be all right in a timber  
country but is *most awfully risky* in  
'Windy Kansas'".

We reply:

"Your letter of July 26th is so  
completely fragrant of God's Country  
toward the setting sun that we are  
almost obliged to an attempt towards  
meeting the bubbling spirit of your  
inquiry in a similar vein.

"The thread situation and its prob-  
able eventual direful results in  
Kansas, has brought to us feelings  
of the deepest concern. Our anxiety  
is further enlarged by the regretful  
circumstance that we are unfortun-  
ately not in a position to materially  
assist you.

"Moons and moons ago we recog-  
nized thread as an important and  
necessary adjunct of the feminine  
inclination, and as such most desir-  
able in a *Larkin* Product, however,  
careful investigation at home and  
abroad of the thread-making con-  
ditions, both in their phases of raw  
material and manufactured product,  
revealed the sad but salient situation  
that the present producers of this  
household necessity, trustful in name  
but not in nature, had absolutely  
corralled not only the entire ade-  
quate supply of raw cotton but also  
held in a grip stronger than six-cord  
the complete labor-saving machinery  
of the thread-making industry. We  
found that should a spool of thread  
be offered by us even at the advanced  
price of six cents, and an equal *Larkin*  
Premium-value allowed, we would  
not have so much left in the way of  
a living profit as the hole in the spool.  
Hence we were reluctantly obliged  
mournfully to file the documents and  
disappointment with our records of



'Might Have Beens.' In telling you that our sympathy is strongly yours, we are mindful that feelings of this sort are most convincing when tangibly expressed therefore, we say to the Ladies of Kansas and to all our friends whom this message may reach and interest, if the worst comes to the worst, and the luxurious thread must be replaced by the precarious pin, then Oh then turn with a sure hope and gladsome cheer to our brand-new Product the faithful *Larkin* Safety Pin. This little engine of usefulness and tenacity like that insect of poetic fame,

"Has no wings at all, but gets there just the same."

"With its aid and assistance, dear Madam, you may with gay impunity brave the mildest zephyr or scorn the wildest wind that shall traverse the sunflower state.

"As another helpfully suggestive thought we recommend to your consideration our *Larkin* Raincoats for from five to fifteen Certificates, these garments not only protect one from the descending and arising moisture but further will cover a multitude of pins, both of omission and commission. For gowns ornate or garments *threadbare*, the raincoat will conceal all, and prove your invaluable ally.

"Believe us, we thoroughly esteem the complimentary sentiments evidenced through this appeal to us in this your approaching necessity. The remembrance of your letter will ever cling to our happy recollections companioned only by feelings of deepest regret that we were unable to help you more directly.

"Meanwhile, be ever assured that all *Larkin* ready-to-wear suits and skirts will continue to be honestly dependable at every seam."

## SEND FOR A COPY

FALL EDITION

### Better Than Ever



The 56th edition, the 1907 Fall number, of the Larkin Product and Premium List is now ready for circulation.

Many new offers, including fall-and winter-goods, are listed and described in it.

Send postal asking for a copy; specify 56th edition. We shall be glad to send it to you.

Address

*Larkin Co. Buffalo, N. Y.*

or any Larkin Branch.



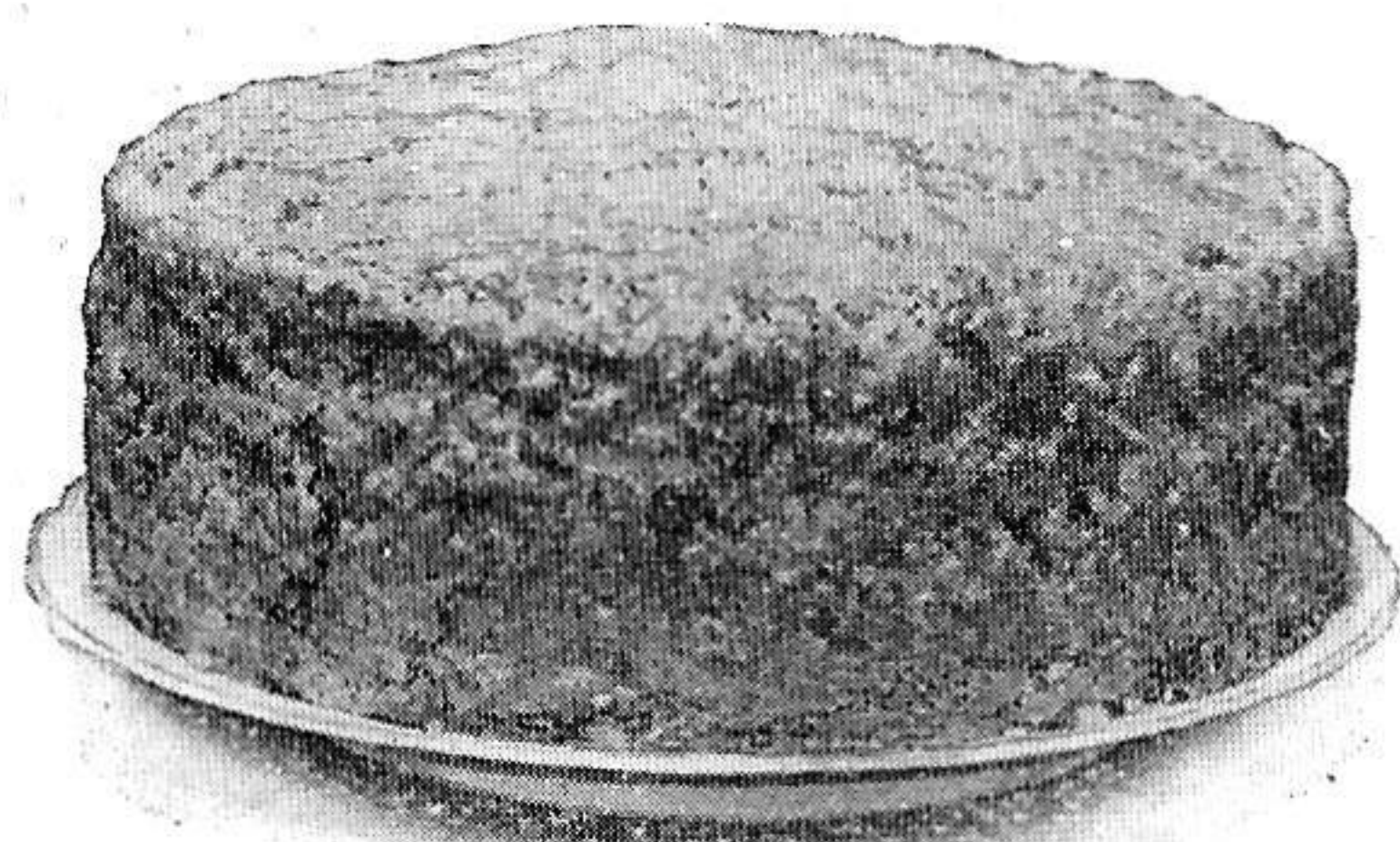


## THE LARKIN CLUB-OF-TEN

### Some New Cakes for Club-of-Ten Entertainment Menus.

Many times a suggestion will establish a new idea, and how true this is when one is entertaining.

The giving of pleasure to one's friends is a large part of the great joy of life and there is no way in which we can do it more acceptably than offering the hospitality of our homes. And we like to think with



LADY BALTIMORE CAKE.

the Arabs that with whom we break bread we are ever friends. Is this not even truer when there is a community of interest between people and emphatically true when there is so great an interest as that which binds together members of Clubs-of-Ten?

Helpful suggestions are ever welcome to us and we think to you, so there is given a group of recipes of cakes to be made for the Club-of-Ten supper or tea.

#### Lady Baltimore Cake.

Cream one cup of butter with two cups of sugar. Sift three and one-half cups of flour with two teaspoons of *Larkin* Baking-Powder and add to

the butter and sugar, alternately, with one cup of milk and one teaspoon of Rose Flavoring Extract. Beat the mixture thoroughly and fold in the beaten whites of six eggs. Bake in three layers.

#### Filling.

Cook three cups of granulated sugar in one cup of boiling water until it will string. Pour it over the stiffly beaten whites of three eggs. To this add one cup of chopped raisins, one cup chopped pecans and five chopped figs, spread between and over the layers.

#### Chocolate Cake.

Cream two cups of sugar with three-fourths of a cup of butter. Add the yolks of three eggs, one cup of milk, three cups of flour with two teaspoons of *Larkin* Baking-Powder and the beaten whites of the eggs. Flavor with one-half teaspoon of *Larkin* Vanilla Flavoring Extract.

#### Filling.

Cook three cups of sugar, two-thirds of a cup of cream, three squares of *Larkin* Unsweetened Chocolate until it will form a soft ball. Take from fire, add one and one-half cups of pecan nuts and one-half teaspoon of *Larkin* Vanilla Flavoring Extract. Beat until cool enough to spread between the layers and on top.

#### Caramel Cake.

Make the same as the chocolate recipe given, with the exception of the filling. Make that by cooking



three cups of sugar with one cup of cream until it reaches soft ball. At the same time caramelize one cup of sugar and add it to that, cooking. When sufficiently cooked take from fire and add one and one-half cups of nuts and beat until cool enough to spread.

#### Sponge Cake.

Beat four eggs thoroughly without separating them. Beat in one cup of sugar, one cup of flour and one teaspoon of *Larkin* Baking-Powder. Add one-half teaspoon of *Larkin* Vanilla Flavoring Extract. This may be baked in a sheet or in two layers, filling with whipped cream.

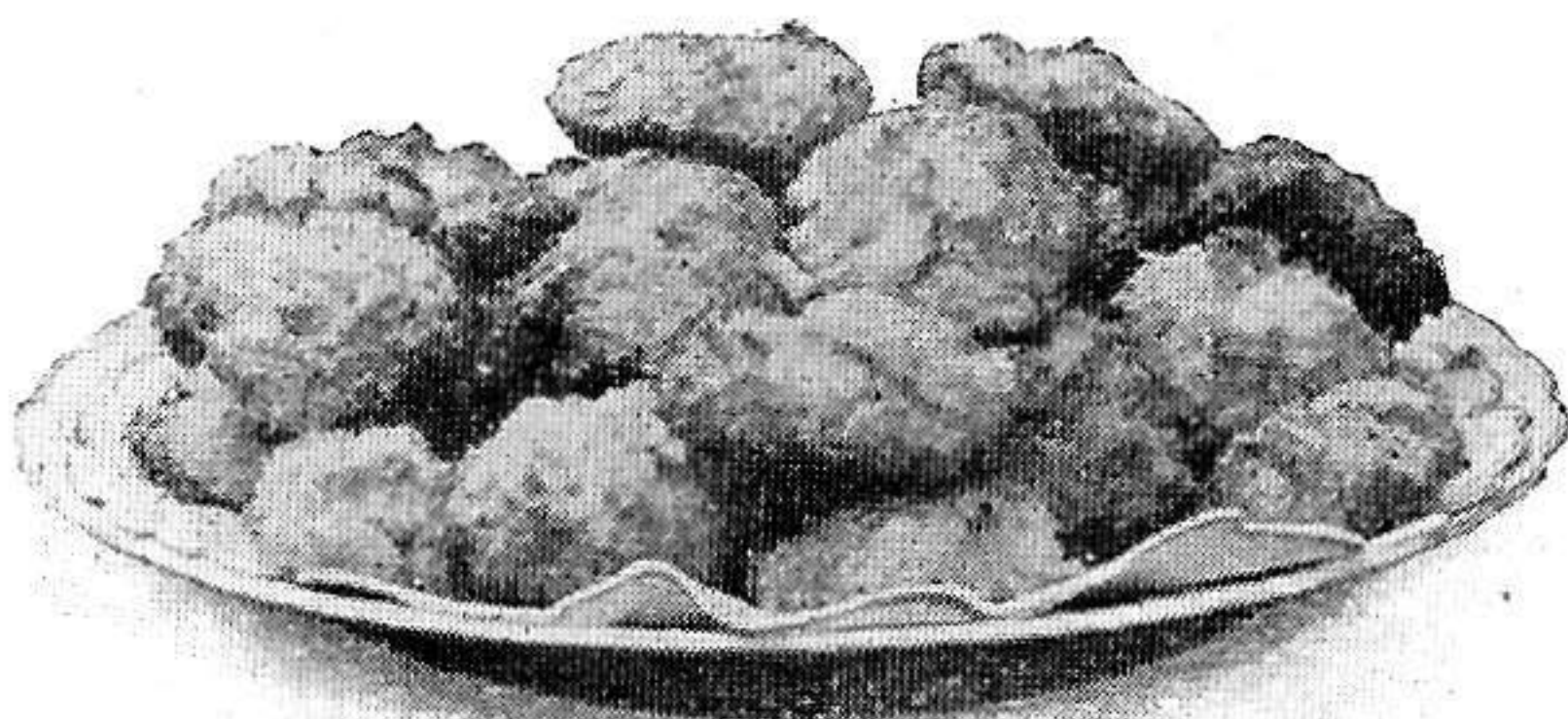
#### Cocoanut Macaroons.

Make a syrup of one-third cup of water and two-thirds cup of sugar. Boil ten minutes. Take from fire and stir in one-half pound of *Larkin* Shredded Cocoanut; slowly add the beaten whites of three eggs. Mix

thoroughly and drop with a spoon upon buttered tins. Bake in slow oven until slightly brown.

#### White Cake.

Whites of four eggs. Two cups of sugar. One cup of butter. One cup of milk. Two cups of flour. One



#### COCOANUT MACAROONS.

cup of *Larkin* Corn Starch. Three teaspoons of *Larkin* Baking-Powder. One-fourth teaspoon of *Larkin* Orange Flavoring Extract. One-fourth teaspoon of *Larkin* Almond Flavoring Extract.

The method of mixing the ingredients of this cake is identical with Lady Baltimore Cake.



OUTING OF ALMA, WASH., CLUBS-OF-TEN.

Photo sent by Mrs. W. J. Manley.

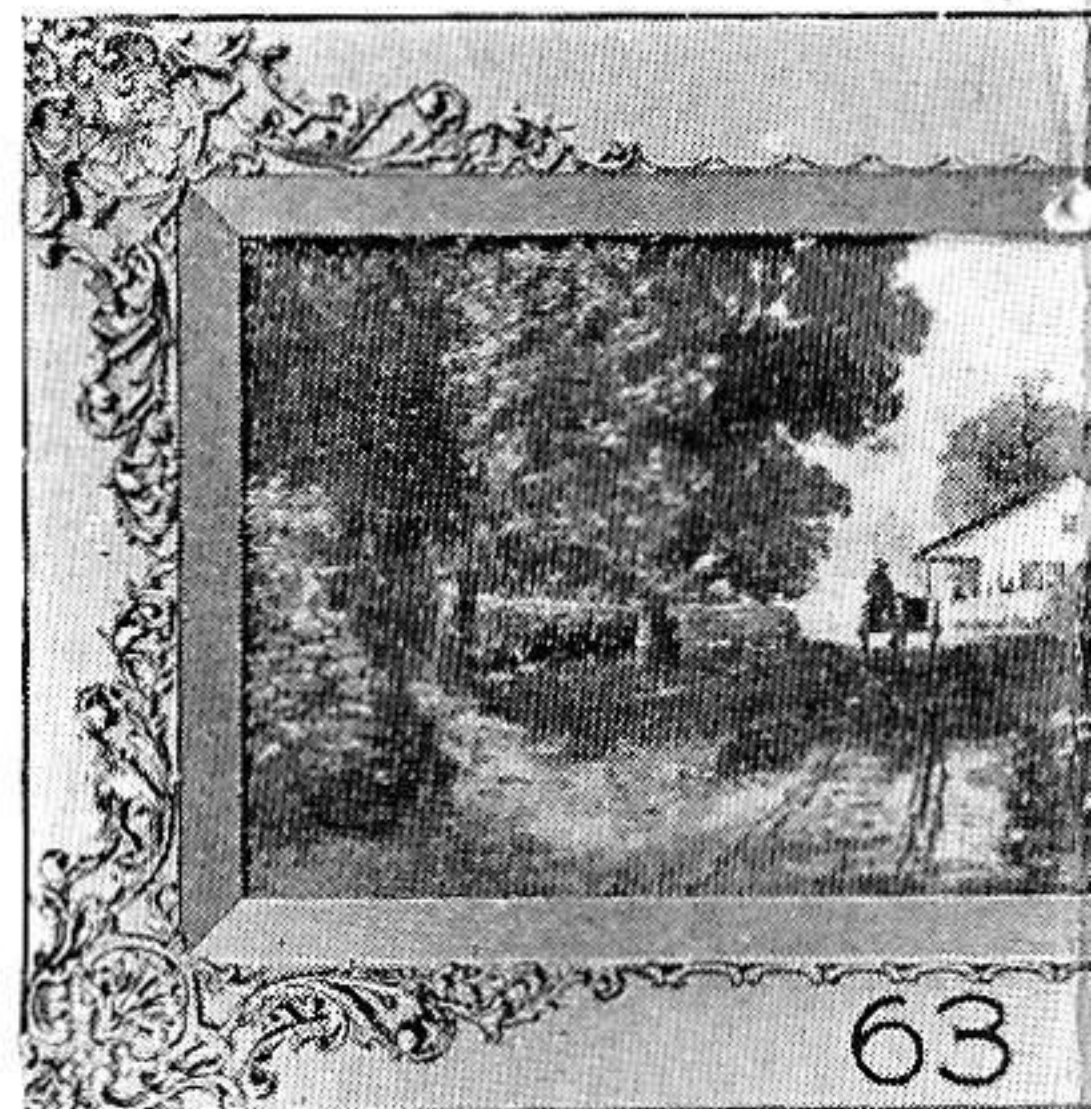
Mrs. E. Kershaw, Waterbury, Conn., writes: "I have been secretary of a Club-of-Ten for nine years; was among the first to take advantage of the Club-Orders, selling a good many dollars worth of your Soaps. My first order was for a

Chautauqua Desk eleven years ago. I have been working ever since for your firm. I think all of your Premiums are just as represented. I wish I didn't have anything else to do but canvass for your firm. I can recommend everything you make."



# A Choice Selection of Pictures, I

## GIVEN WITHOUT COST AS PREMIU



**One given for one Certificate.**

Photogravure 10 x 20 in. Weathered beaded edges ; an appropriate verse at bottom.  
No. 71. Slumbers.

**One given for two Certificates.**

No. 32. Landscape. A genuine Watercolor with corner and center ornaments ; gold finish.

No. 42. Family Prayers. A Photo Engraving. Oak frame with raised polished edge.

**One given for three Certificates.**

No. 63. Landscape. Genuine Watercolor finish ; illuminated by 48 gold burnishes.

No. 73. An Imported Photogravure, full gold burnished. Size, 12 x 24 in.

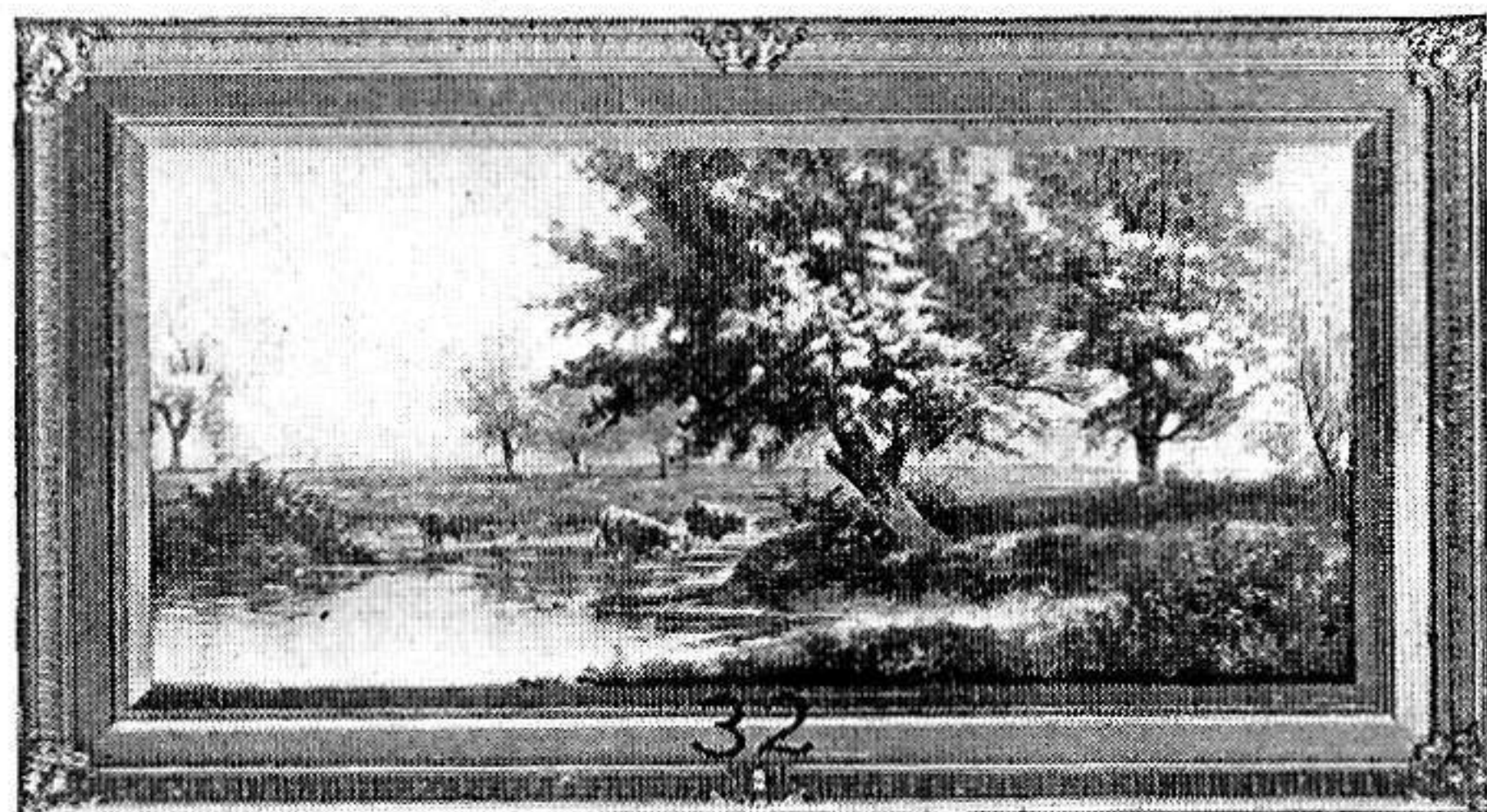
**One given for four Certificates.**

No. 14. Imported Gravure, hand-colored finish, with full gold burnishes. Size, 23 x 35 in.

**One given for five Certificates.**

No. 85. An American Copyright Photograph. Oak frame ; gold-bronze finish, with gold burnishes.

(The sizes given are the dimensions of the picture.)





# Beautifully Framed, for the Home.

UMS WITH THE LARKIN PRODUCTS.



er Oak frame 2 in. wide with  
bottom of frame.

No. 81. Dreamland.

er Color. 3 in. gold bronze frame  
burnished. Size, 17 x 30 in.

Print 16 x 20 in. 3 in. Weathered

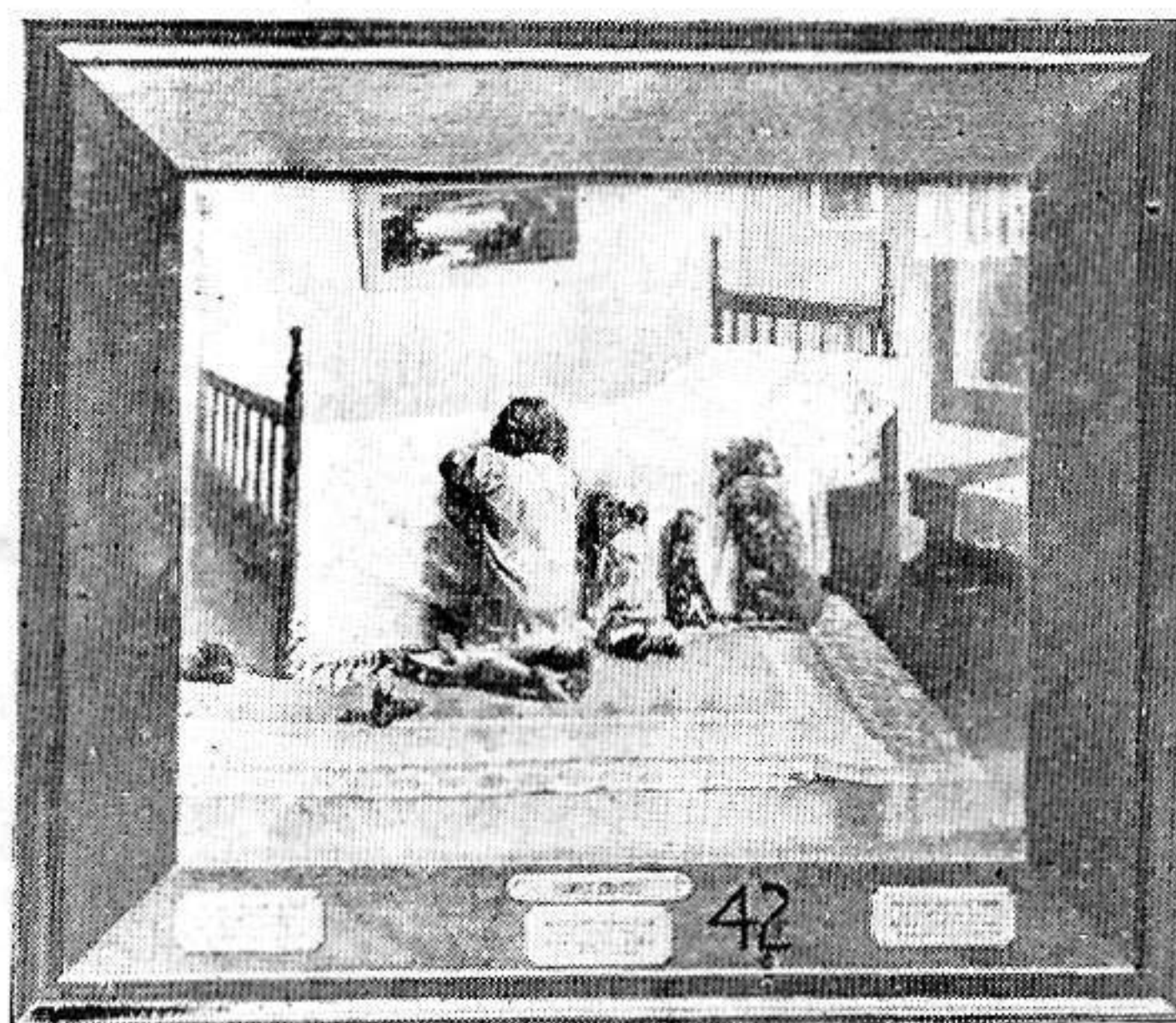
er Color; 3½ in. frame; bronze  
Size, 19 x 31 in.

hand-colored. 3 in. Louis frame,

ored; 3½ in. Louis frame; bronze  
3 x 31 in.

otogravure; hand-colored; 3½ in.  
nishes. Size, 27 x 37 in.

pictures exclusive of the frames.)







## THE LARKIN GIRLS' COZY CORNER ■ ■

SO many of you asked to have the letters of other girls published that I decided to let you read some of them this month. No doubt the plans of these girls will help many of you who haven't made any decision and the letters themselves are interesting and bound to be enjoyed.

A New Jersey girl writes: "I am in the graduating class this year. I am 15 years old and will not start on my life-work for some years, but it is my desire and determination to be an interior decorator. I seem to have a talent for work of that kind. We receive THE LARKIN IDEA each month and enjoy it. I hope you will print some of the other girls' letters as I should like to read their good intentions. Don't forget to send my post-card."

A girl from Indiana writes as follows: "I read your new plan and think it a good one. I have long made up my mind what I would do when I left High School in 1909. I will teach music, having studied four years already and I love it very much. Mamma has used *Larkin* Soaps and received *Larkin* Premiums for two years and intends to continue her Club-of-Ten."

The letter that follows pleased me especially because of the unselfish postscript: "This is my last year at school and I am going to be a teacher. I passed last year and taught three weeks and like it very much. I have sent one order and everything was fine. Have another nearly ready." Here is the P. S.:

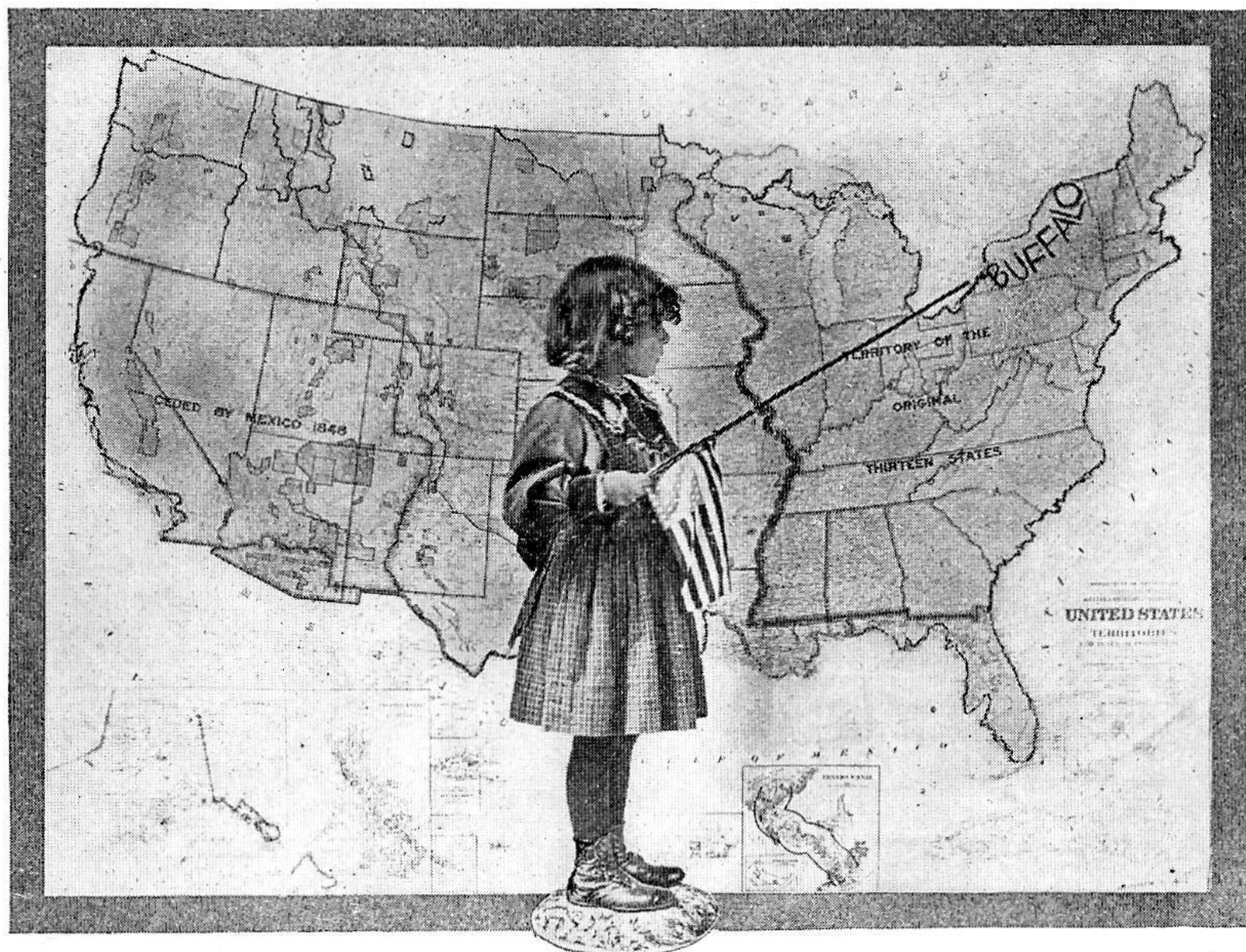
"I have a sister that I know would love a souvenir post-card. Would you please send her one just to surprise her? She has sent in two orders to *Larkin Co.* She stays at home and is an excellent housekeeper and delights in home comfort." Needless to say, both girls got post-cards.

This letter from Vermont doesn't give the writer's age but it tells of work well done. "When I get through school I intend to be a school-teacher. I have a *Larkin* Club-of-Ten and like it very much. I have seven different Premiums and they are all very nice." The same enthusiasm is shown in a letter from a Southern girl: "I am a great worker for *Larkin* and have earned lots of Premiums for our home. I am 12 years of age and have one Club-of-Ten which I organized in mother's name, not being old enough to have it in my own, but it is mine just the same. I don't know what I will do when I grow up, likely stay at home and help my mother."

Here is an ambitious letter from Connecticut: "I am to enter High School this fall at the age of fifteen and I want to continue my studies and become a physician. I am planning to go to college and hope I may." Another from Ohio equally short and to the point was evidently written with a great deal of sincerity: "I thought I would write and tell you that I expect to be a farmer and I am now 15 years old."

The writer of the following is





"THE HOME OF THE LARKIN IDEA"

First Prize Genre Photograph, July Contest.

Taken with a Chautauqua Camera by Eugene L. Root.

heartily welcomed into the Cozy Corner: "My mamma being secretary of two *Larkin* Clubs-of-Ten, I feel I should join the Cozy Corner. I am a girl 12 years old and in the fifth grade at school. My favorite work would be kindergarten teacher as I am very fond of children and I am also going to perfect myself in music." I just want to say to this little girl that kindergarten work is very interesting and her music will help greatly.

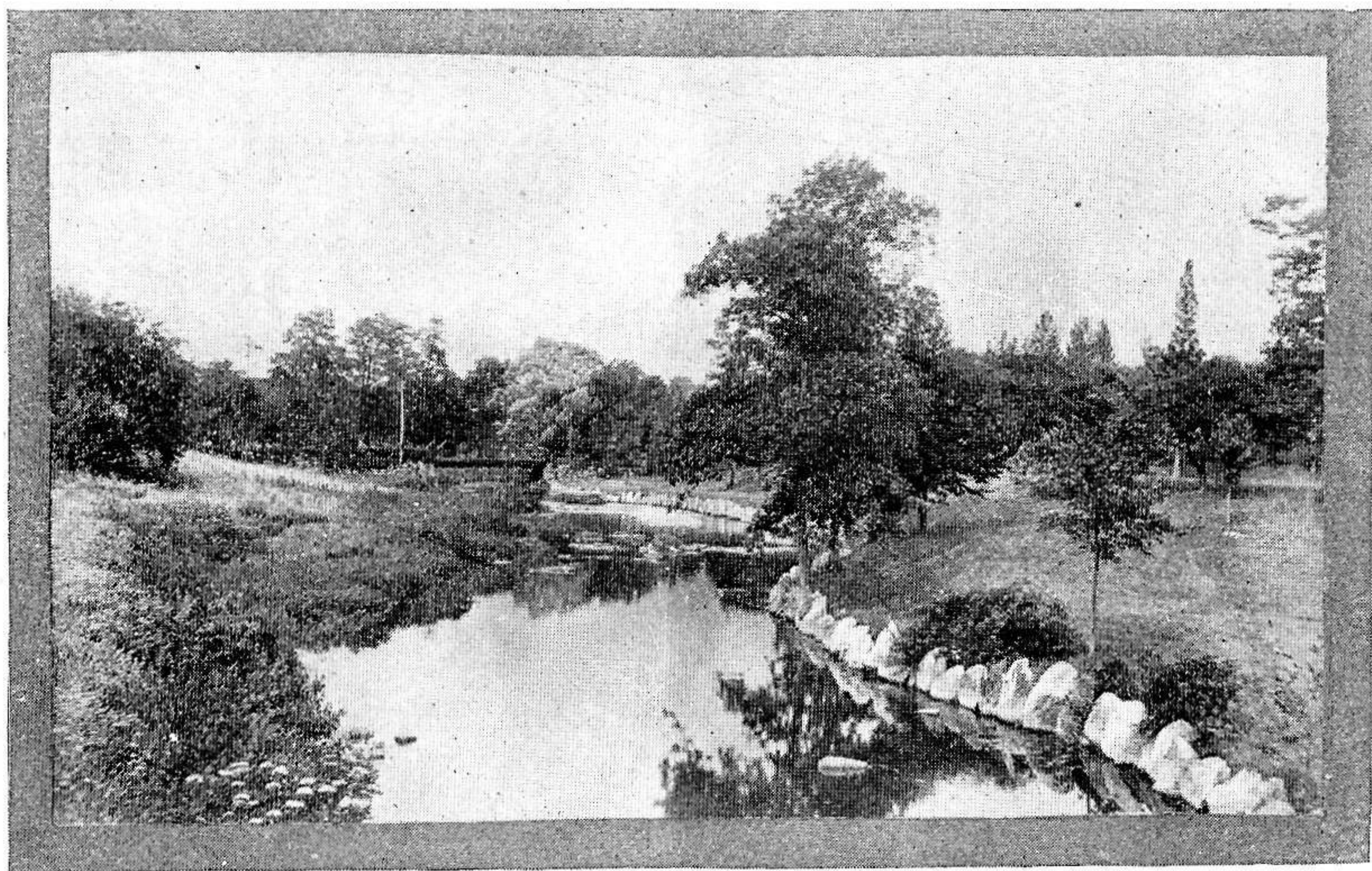
"I have just read the *Larkin* Girls' Cozy Corner and want to tell you that I have set my mind on being a stenographer and though I have three more years in High School I do not think I will change my mind. After I finish I intend to go to business college for a year at least." This is from a girl away in Wisconsin who evidently knows what she wants to do and also how she must prepare for

the work. I wish every business girl could have as much training as that.

"I intend to be a school-teacher. It will be only four years before I am through. I am naturally quick at mathematics and would like to teach that subject but I will have to teach in common school first in order to get the money with which to prepare for my special subject."

A girl who lives in a Pennsylvania mining town writes: "I have been reading THE LARKIN IDEA which is very interesting. I cannot go to High School because I must keep house for my father and brothers." I would like to suggest to this little housekeeper that *Larkin* Products and *Larkin* Premiums will make her home very attractive and lighten her work. Another letter from the same state shows that one little girl is not idle: "I am 14 years old and intend to be a dressmaker. Meanwhile, I





"A WINDING STREAM"

First Prize Landscape, in July Contest.

Taken with a Competitor Camera by Wallace Cockran.

work for *Larkin* and have done so for three years. I send an order every month and expect to continue to do so." Good work. How many of you can equal that record?

I have particularly chosen the letter that follows because it is so unusual: "I intend to become a farmer's wife. I think I am best suited for that kind of work, having always lived on a farm and like to see things prosper and I also like to help. There is need of it on a farm and I always do what I can." The message I sent was "Good Luck" with the hope that she would find her farmer and be happy ever afterwards.

There is only room for one more and the last, like the first is from a New Jersey girl: "I am 12 years old and live on a farm. Mamma has lots to do and I help her all I can. I milk two cows every night and morning and help with the house-work before and after school. After I leave high-school I am going to be a

trained nurse. That has been my wish for a long time. We are great *Larkin* workers. I have a Bed and Writing Desk and am going to get a Lawn Swing. Mamma has been in several clubs and has a Morris Chair, Extension Table, Knives and Forks and a Lap-Robe. We are proud of them all."

### The Prize Photograph Contest.

In the contest that closed August 1st, the following prizes were awarded:

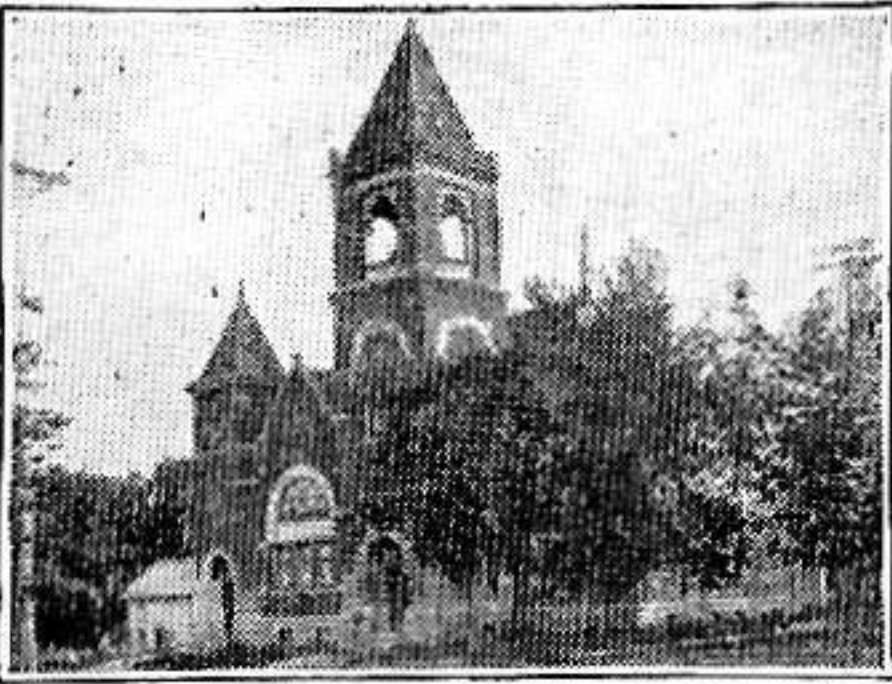
Genre Subjects, First Prize, \$2.00,  
Eugene L. Root, Meriden, Conn.

Genre Subjects, Second Prize, \$1.00,  
Mrs. August Schmitter, Fair View,  
Mass.

Landscapes, First Prize, \$2.00,  
Wallace Cockran, Suffern, N. Y.

Landscapes, Second Prize, \$1.00,  
Mrs. Bertha Howe, Fryeburg, Me.





## PAY OFF THE CHURCH DEBT

ALL, RICH AND POOR, CAN HELP

**“H**OW to pay off the Church debt” is one of the problems that almost every church is confronted with during some period of its history and there is never an occasion for more genuine thanksgiving on the part of pastor, members and friends, than when, with fitting ceremony, the much talked of note or mortgage is burned in the presence of all.

There are other burdens, perhaps not so weighty but nevertheless very real, that have to be shouldered, and the money obligations that they represent are subjects for serious consideration and oftentimes cause much mental anxiety.

That method of money-raising commonly known as “begging” is universally practiced by those working for a particular cause-in-need, but only because they are ignorant of a more efficient and a far pleasanter plan of raising funds.

The *Larkin* Church-Aid Plan affords an opportunity to all—rich and poor alike—of contributing to the church without increasing individual burden. The fact that it does away with the necessity of soliciting donations or contributions, makes the plan a most popular one wherever tried.

The plan is easily conducted, is practical, economical and co-operative. It has been operated in hundreds of churches always with success.

Since *Larkin* Products include daily home needs that every family

purchases repeatedly every month, the plan is readily established as a source of permanent income without extra expense to anyone.

Factory-to-Family dealing makes it possible for us to sell \$20.00 worth of *Larkin* Products for \$10.00. Of every dollar paid to the committee by the members and friends of the church for *Larkin* Products, 50c—one-half—goes to the committee for the church treasury. Those ordering through the committee pay no more for these pure Products than they now pay the retailer.

If the remittance is sent with the order, we will give a present-for-cash of an extra \$1.00 worth of Products with each \$20.00 assortment ordered, and with every cash order, \$2.00 worth of Products may be included as a Certificate Premium for each \$10.00 remitted. Thus \$23.00 worth of *Larkin* Products may be obtained for \$10.00.

When, in a congregation of fifty families, each purchases only \$2.00 worth of *Larkin* Products a month, the Church-Aid committee establishes an assured income of over \$600.00 a year, without inconvenience or worry.

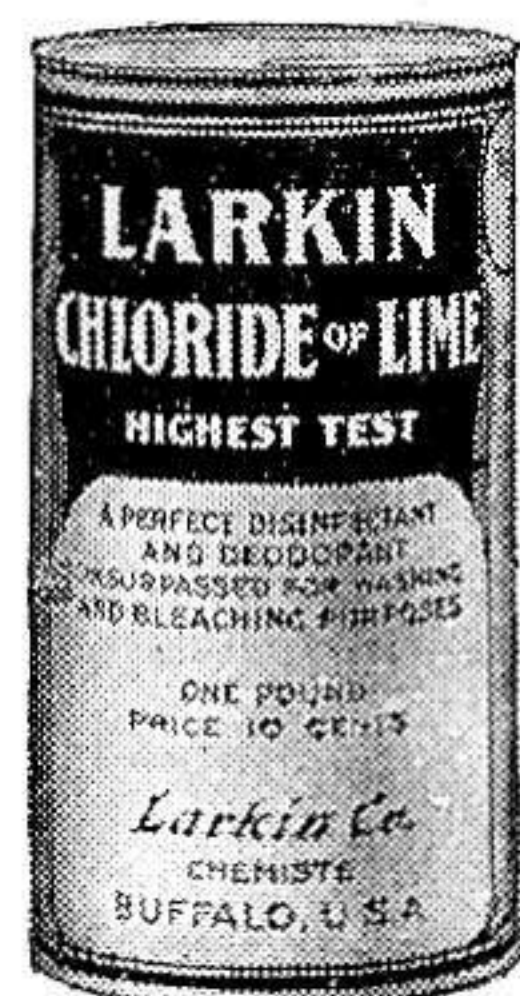
What others have done you can do. Illustrated, descriptive literature, giving complete information regarding the *Larkin* Church-Aid Plan will be mailed to you upon request. Write today to *Larkin Co.*, Church Aid Dept., Buffalo, N. Y., for Application-form No. 27. All inquiries are given our careful attention.





**T**HERE is to be established under one of the Departments of the President's Cabinet, a new division to care for the health of the country.

We can easily remember when an epidemic of small pox or yellow fever created a panic throughout the country, and now men of science care for the one and prevent the cause of the other. When it was discovered that yellow fever came through the agency of a certain kind of mosquito, care was taken to exterminate the mosquito. When it was decided that typhoid fever came from impure water, means were taken to prevent the pollution of the source of water supply. Now a division for the



national care of these and other questions pertaining to health will be established.

You ask how this effects you? It means this, we can each one of us assist by having as

perfect conditions about our homes as possible, and nowhere can the help be given to so great a degree as in the kitchen or the rooms adjoining the kitchen in which the supplies are kept and the household functions performed.

First, let us look at the cellars or underneath the house. Is the

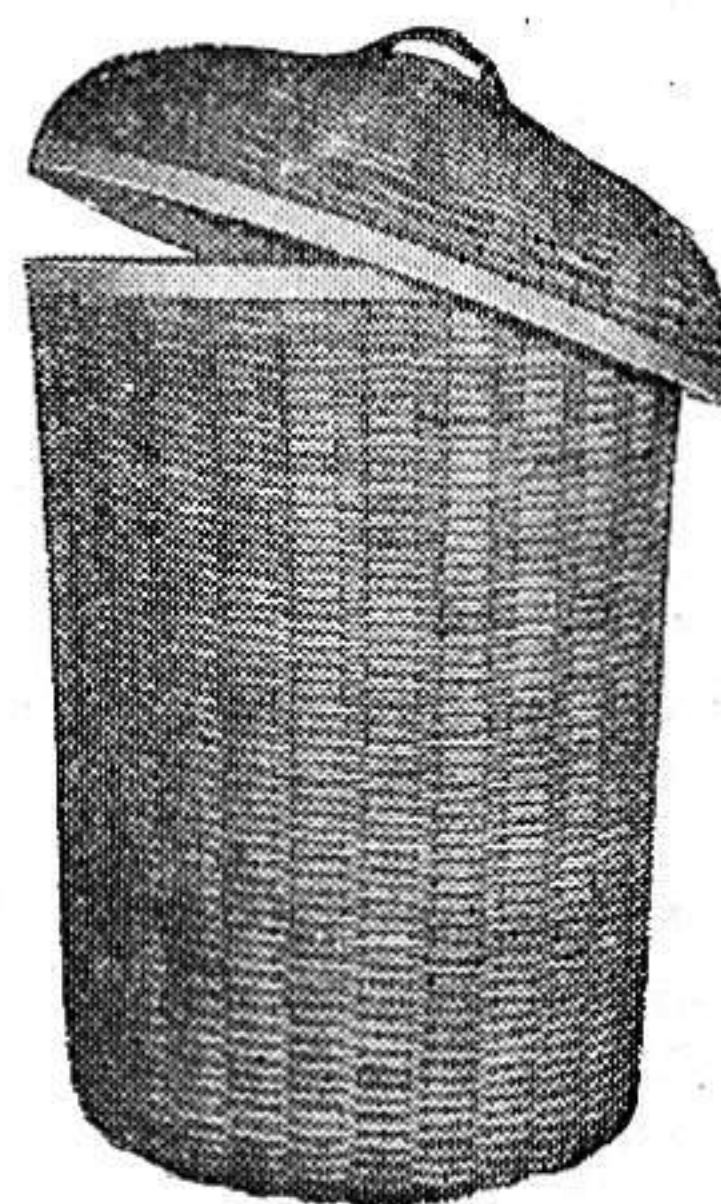
house? Is the drain thoroughly cared for? And if it does not lead to the city sewerage system, is its outlet far away from your home and your neighbors?

If the water-supply is not as good as it ought to be, have you personally done all you can to better it? Our responsibility does not stop within the four walls of our kitchen. But within the kitchen, how about the sink, do you cleanse it thoroughly? Do you clean it with

*Larkin* Scouring Powder after the dish-washing, so that no grease or scum remains upon it? Do you occasionally, say once or twice a week, cleanse the drain by using *Larkin* Potash or Lye and plenty of boiling

water? These are the things that go to help, not only ourselves but the neighborhood in which we live.

One of the best protections against vermin about the kitchen is to have the wood-work thoroughly clean and well varnished; besides there is the greater pleasure of working in a well-kept room. Do not think it necessary to wait until spring or fall





to use *Larkin* Varnish, but use it whenever the wood grows shabby and worn-looking.

Another bad habit which many housekeepers have, is the improper care of the kitchen linen. Have plenty of dish-towels, dish-cloths, and cleaning cloths and have them cleansed thoroughly after using. Keep a receptacle for them and be sure to have them dry when put into the hamper.

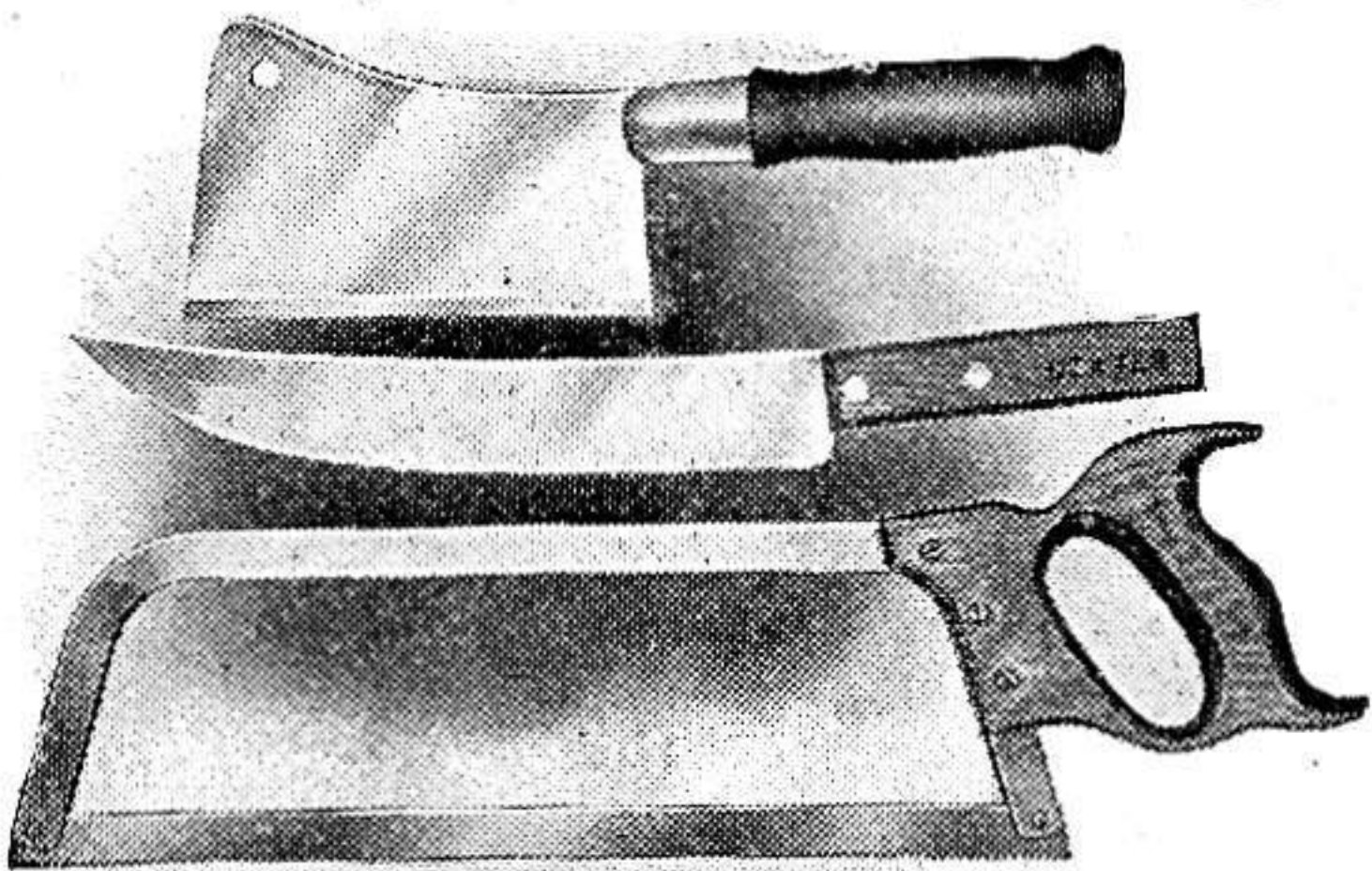
These suggestions facilitate the duties of the kitchen and help to make the work a pleasure, for in a well-kept room, there is displayed a victory and with victory there ever comes a pardonable sense of pride.

All good helps are welcomed by the active, thoughtful housekeeper to make her work better and easier. The utensils, shown in the three sets below, each have a specific use, and ought to be the possession of every housewife.

#### Cutlery Meat Set No. 91.

Given for one Certificate.

Set consists of one 14-in. Atkin's Meat Saw, one Cleaver with 6½ in.



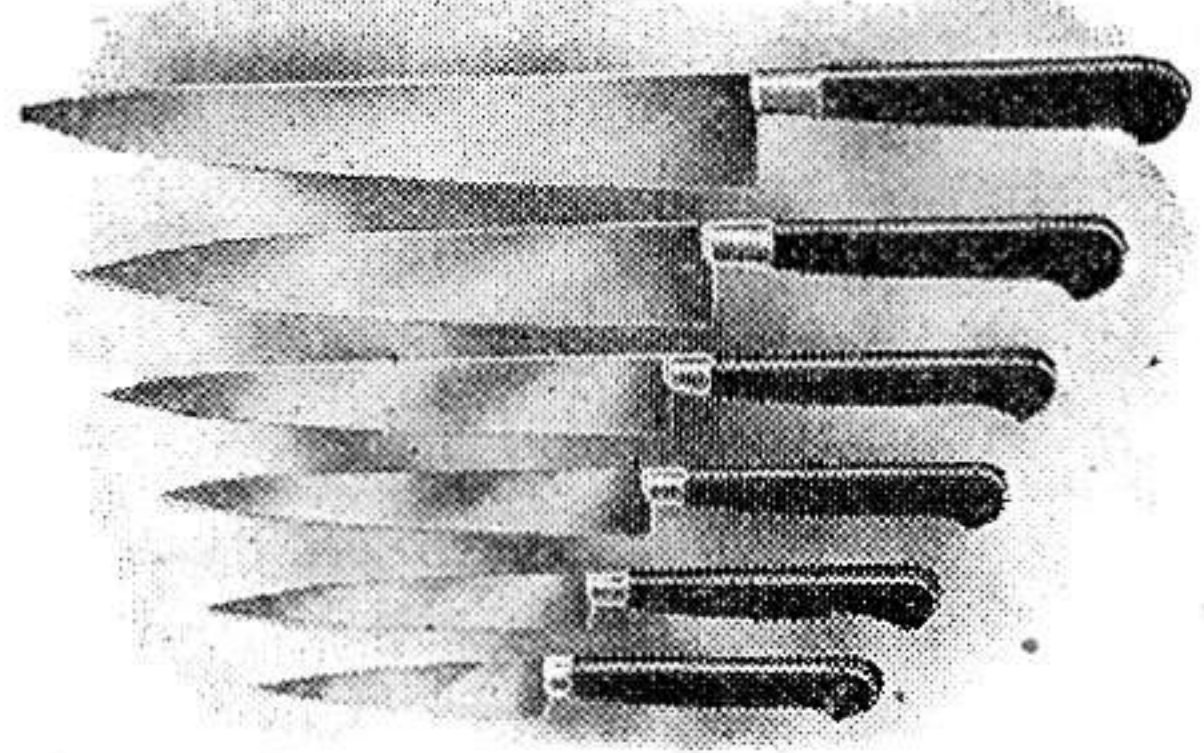
tempered steel blade, and one Dexter Butcher Knife. All good reliable tools.

#### Set French Cook Knives No. 201.

Given for one Certificate.

Set consists of six Knives of Sabatier pattern, Trumpet brand, made in Paris, France. Blades, 3, 4, 5, 6, 7 and 8 in. long respectively,

ground very thin and keen, making them flexible and easy to keep sharp; have solid steel bolsters and long

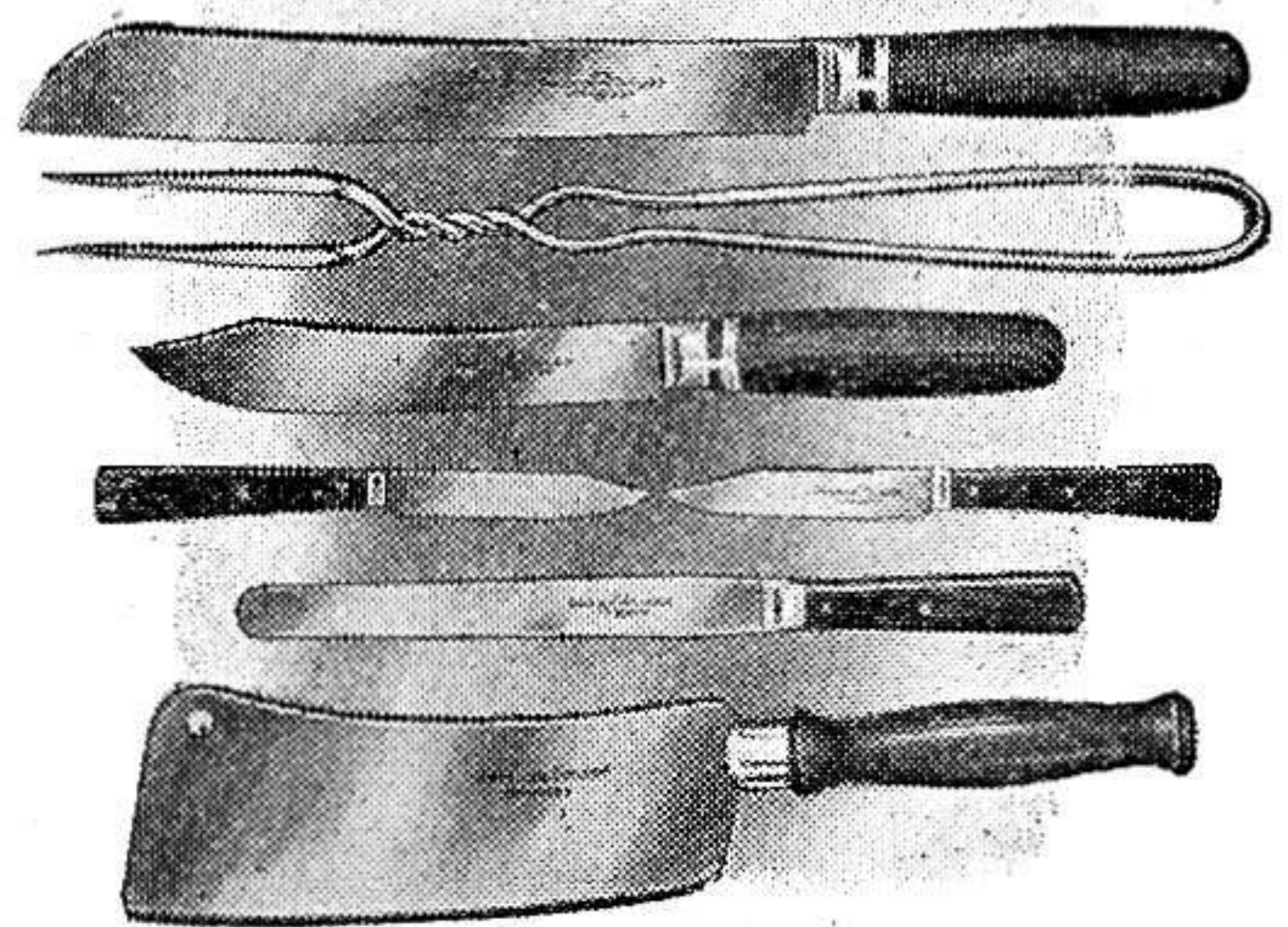


tangs riveted through the ebony handles. German-silver washers and ferrules.

#### Kitchen Cutlery Set No. 71.

Given for one Certificate.

Consists of 1 Bread Knife, 1 Meat Knife, 1 Spatula and 2 Paring Knives



of fine Steel fitted with Cocobola handles and white metal bolsters; 1 Cook's Fork of twisted steel nickel-plated, and 1 Cleaver. High-grade steel finely tempered and ground. Handles strictly sanitary.

#### The Larkin Products.

There are over 150 Products on the Larkin list:—Laundry and Toilet Soaps, Perfumes, Toilet and Pharmacal Preparations, Pure Food Products and a variety of sundries. All are the best that can be purchased at the prices for which we sell them.

They are produced in factories that are conspicuous examples of industrial progress, under the supervision of experienced manufacturing experts. The constant effort is to improve quality.





To keep cookies from burning on the bottom, turn the baking-pan upside down and bake on the bottom of the pan.

Mrs. W. N. T., Wellington, Me.

One of my helps in my kitchen work is a smooth board long enough to put across the sink and wide enough to set a dish pan on. It is a great help if one has a low sink.

Mrs. M. G. E., Danvers, Mass.

Instead of chopping potatoes for warming with a knife, use an inverted half-pound baking-powder can and see how much faster and how much better the potatoes may be chopped. Punch four or five holes in the bottom of the can to allow air and steam to escape so that potatoes will not stick in the can. Also use this can for chopping shortening into flour when making pies, biscuits, etc.

Mrs. E. D. H., N. Tonawanda, N. Y.

If a pinch of salt is added in beating eggs, the whites will beat more quickly.

Miss F. M. B., Buffalo, N. Y.

Have a wet cloth ready on the table, and when the cake is done, set it still in the tin on the cloth and one will be surprised to see how easy it is to remove the cake from the tin, if one hasn't the patent cake-tins.

Mrs. C. R. A., Mt. Kisco, N. Y.

I have tried many ways of sprinkling clothes but find nothing better

than a whisk. Sprinkle flannels with warm water.

R. B. McC., Fitchburg, Mass.

To wash a greasy or fishy pan easily, place it on the stove, where it may be warm, not hot, and wipe thoroughly with a rag or paper, which may be burned. Much less washing with soap is required and no greasy scum will be left on the dish pan, sink or cloth.

Mrs. B. B., Leominster, Mass.

Keep a match-holder well filled with matches in each of the main rooms and bed-rooms in the house. Insist on keeping them always in the same place and in case of fire, burglars or accident much valuable time will be saved.

Miss F. E. S., Shelburne Falls, Mass.

Just before you cook pumpkin, put it through the coarsest cutter on your food chopper. This will save nearly one-half the time in cooking.

Mrs. A. P. R., N. Troy, Vt.

A white oilcloth which has become marred and scratched may be freshened by varnishing with *Larkin* Clear Varnish. Apply one coat and dry, then a second. In this way it may be kept always fresh.

Mrs. O. B. L., Parsons, Kans.

Bake your bread in *Larkin* Tea tins and you will always have dainty slices of bread, either for sandwiches or ordinary purposes. Use one and



one-half pounds of dough for the English Breakfast Tea cans. Put on the cover, as this gives a much nicer crust than when the bread is baked without it.

Mrs. W. D., Lowell, Mass.

A board, fifteen inches long, eight inches wide, covered with table oilcloth, a strip of oilcloth two inches wide, made into loops or open pockets contains knives, forks, spoons, can-opener, and cork-screw. Hang on staples on hooks above the sink.

Mrs. F. M. D., Chicago, Ill.

In making meat pies, cut out the crust first in the form of small biscuits, then place over the meat in the usual manner to prevent it from getting heavy when cut while hot.

Mrs. E. F., Frankfort, N. Y.

A use for old Turkish towels that are worn in the center: Cut into squares and button-hole stitch around the edges. They make splendid wash-cloths.

Mrs. M. D., New Haven, Conn.

In ironing a waist where there are buttons, fold a bath towel three or four thicknesses under the buttons. You can iron over the back, and the buttons will sink into the folded towel. You will find that the space between the buttons is ironed very nicely.

Mrs. M. L. M., Canandaigua, N. Y.

To prevent mustard from drying and caking in the mustard-pot, mix in a little salt when making it, and it should always be made with boiling water.

Mrs. A. C. P., Wenham, Mass.

To bleach brown sheeting, soak the cloth in strong suds made from *Larkin* Sweet Home Soap. Take

## SOME KITCHEN HELPS

### LARKIN BAKING POWDER



The care and honesty with which Larkin Baking Powders are compounded insure High Baking-Efficiency, Excellent Keeping-Properties and Uniform Results. Cream of Tartar Baking Powder

Per 1-2 lb. can, 25 cents.

Phosphate Baking Powder

Per 1-2 lb. can, 15 cents.

### LARKIN SCOURING POWDER



A satisfactory cleaner and scourer for general household-work combining in one compound the valuable qualities of many well-known cleaning and scouring agents.

Per one-pound can, 10 cents.



one-half pound *Larkin* Chloride of Lime for every twelve yards of sheeting and dissolve it in enough boiling water to cover the cloth when dipped into it. As soon as the lime is dissolved, strain through a flannel cloth and put the brown sheeting in the strained lime water, stirring it constantly for half an hour. Then take the cloth out and rinse in clear water until the lime water is all out; then boil it in strong suds made of *Larkin* Sweet Home Soap and hang out to dry. You will find that your brown sheeting is as white as the ready bleached sheeting you buy.

Mrs. D. C. H., Jr.,  
Spring Valley, Minn.

Sweet Home Soap rubbed on a burn immediately, the same as a salve, will relieve the sting.

Mrs. J. McC., Niagara Falls, N. Y.

When anything burns in a cooking-vessel do not scrape it which spoils it; cover the bottom with water and sprinkle *Larkin* Boraxine in and let it boil. In this way the vessel may be made like new.

Mrs. C. M., Spring Valley, Ohio.

For keeping eggs fresh: Take a dry box, put fine salt to the depth of an inch in the bottom and then a layer of eggs, then cover with salt and then more eggs and salt. Turn them over once in two weeks and keep them in a cool, dry place. They will keep a long time.

Miss I. M. S., Riverside, N. J.

If teapots are not in continual use, place lumps of sugar in them and they will not have that musty taste so often noticed.

Mrs. B. A. P., Bath, Mich.

If the upper edge of the saucepan

is well buttered you will find that chocolate, milk, cocoa or anything of the kind will not boil over.

Mrs. J. G. B., Beverly Farms, Mass.

Salt and water used as a gargle will cleanse the palate and coated tongue.

Mrs. E. W. F., Lynchburg, Va.

To make polished floors from rough uneven ones, first cover with building paper, tacked closely to hold in place, then over this an old brussels carpet wrong side up; rag carpet may be used instead. Tack smoothly and tightly. Make a filler of flour paste, as for papering, and apply well with a scrub brush. When dry, paint a light brown and then varnish with a heavy coat of *Larkin* Dark Oak Varnish.

Mrs. J. E. M., Fayetteville, Ark.

Shake fringed articles well after wringing out. If you wish to starch them, gather the fringed parts in the hand to prevent the fringe from being starched, then shake well before hanging on the line. When washing fringed bed-spreads, it is best to select a windy day as the wind prevents the fringe from becoming matted.

Mrs. A. H., Ashland, Ky.

Procure flat half-gallon crocks which may be purchased for about five cents each. Pack in these the well-seasoned sausage to within one inch of the top. Cover with a breakfast plate pressed down firmly. Set the crocks in a moderately hot oven until the grease rises over the edges of the plate sealing the crock. Remove from the oven and place a weight on the plate; let stand until cold. Set in a dark place and the sausage will keep indefinitely.

Mrs. J. E. M., Fayetteville, Ark.



## Girls' Cloaks.

Ages 6 to 14 Years.

In ordering, refer to chart. Sleeve-measurement is length of inside seam. Length, back of Cloak from collar-seam to bottom of the hem.

Age	Bust	Sleeve	Length
6	24	13	32
8	26	14	34
10	28	15	36
12	30	16	38
14	32	17	40

### Model L.

One given with \$10.00 worth of *Larkin* Products or for five Certificates.

Double-breasted box coat with velvet collar; straps over the shoulders; patch pockets; belted



MODEL L.

back; straps, pocket and belt are trimmed with buttons.

Choice of light- or dark-plaid wool cloakings.

### Model S.

One given for three Certificates.

Double-breasted box coat; plain loose back; coat collar; patch pockets; embroidered emblem on left sleeve. Broken-check Homespun in medium gray.



MODEL S

### Model U.

One given with \$12.00 worth of

*Larkin* Products or for six Certificates.

A full-back collarless Cloak. Box plait down the back; neck and cuffs trimmed with Broadcloth, velvet and buttons.

Choice of light- or dark-plaid wool cloakings.

### Model V.

Plain box coat with velvet collar; double-breasted; white pearl buttons.

One given with \$10.00 worth of *Larkin* Products or for five Certificates.

Choice of Navy Blue, Brown, Green or Red Cheviot.

One given with \$14.00 worth of *Larkin* Products or for seven Certificates.

Choice of Navy Blue, Brown, Castor, Green or Red in fine all-wool Kersey.

Any Cloak in 16 year old size, bust 34, sleeve 18, length 48; or 18 year old size, bust 36, sleeve 18½, length 50, given for one Certificate additional.

Any Cloak lined throughout with all-wool red flannel, 6 to 14 year old size, two Certificates additional; 16 to 18 year old size, two- and one-half Certificates additional.



MODEL U.



MODEL V



## Knit Underwear.

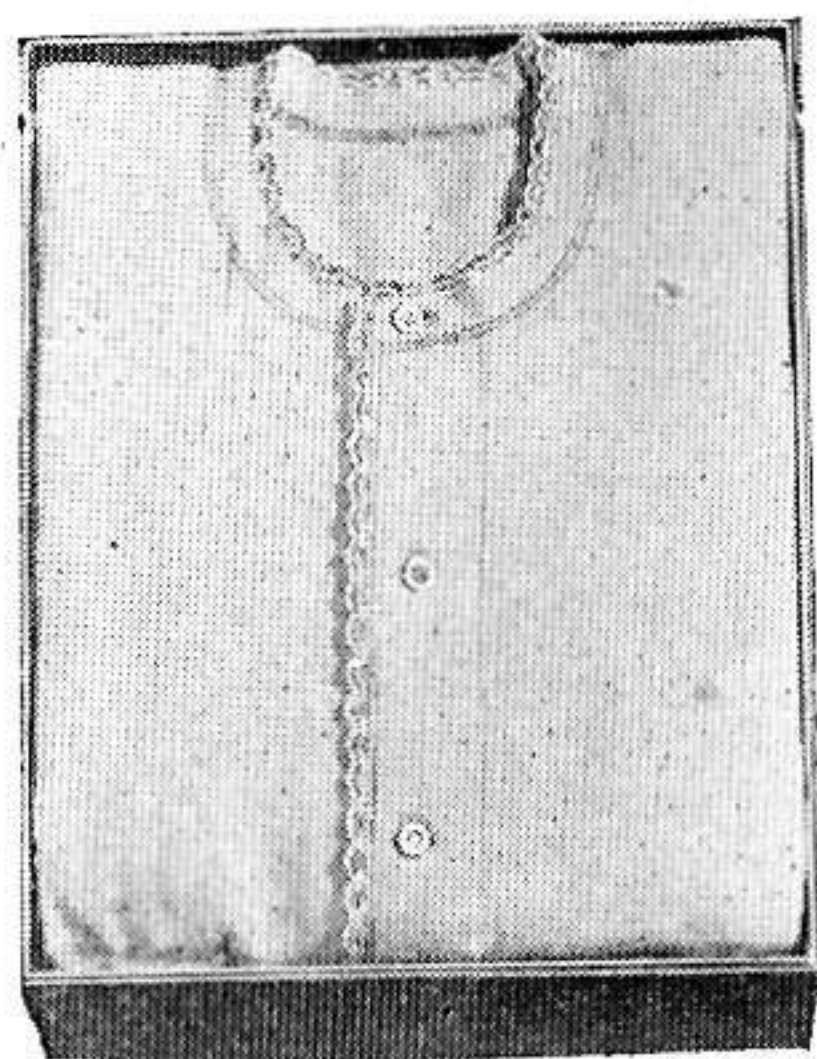
### While it Lasts.

**T**HE following offers in Men's Women's and Children's Knit Under-garments present excellent values. We can fill orders only as long as the stock now on hand lasts.

Order by size-number or by giving bust-measure for Vests, waist-measure for Drawers. Regular sizes, Vests, Drawers, Tights and Union Suits, 4 to 6; extra sizes, 7 to 9.

### Long-Sleeve Vests and Ankle-Length Drawers.

One garment given for one-half Certificate.



Made of soft finish, pure-white, combed cotton yarn; fine 1 x 1 rib; fleece-lined, winter weight.

Specify Vests No. 10; either single or double front. Specify Drawers No. 80.

### Women's Long-Sleeve Vest No. 11.

One given for one Certificate.

Elastic knit, fine gauge, natural-gray worsted garment, with enough cotton introduced into the fabric to prevent shrinking and provide a soft fleece lining. Drawers to match ankle-length No. 31.

### Women's Wool Tights.

Given for one Certificate.

Elastic-ribbed Black Wool Tights, ankle-length, of good weight and fast color. A very practical garment for outdoor wear, providing the most comfortable protection against cold, and as easily adjusted as leggings.

### Women's Fine-Ribbed White Union Suits.

No. 1. One given for one Certificate.

Long sleeve, high neck, ankle-length. Quality same as Vest No. 10.

No. 2. One given for two Certificates.

Long sleeves, high neck, ankle-length. Quality same as Vest No. 11.

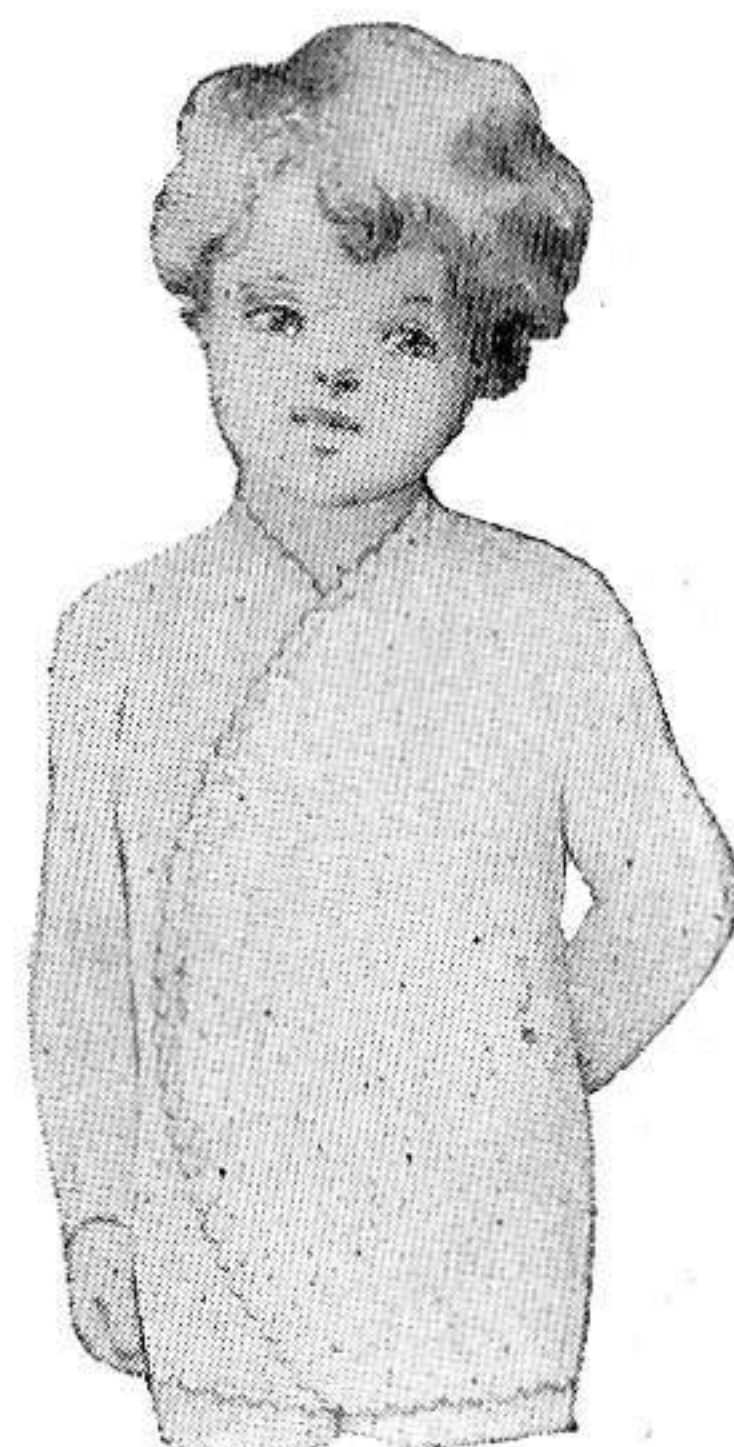
### Children's Knit Underwear.

#### Infant's Vests,

Sizes, to fit children from one month to four years old. Two offers.

No. 20. Two given for one-half Certificate.

Infant's Simplex Vest made of fine, soft-finish Peeler yarn. Buttonless. Is put on like a coat; double protection on chest.



No. 30. One given for one-half Certificate.

Same style garment as No. 20, made of pure Australian Worsted, fine gauge; non-skrinkable. Wide armhole. Edges finished with shell stitch.

### Children's Vests and Drawers.

Sizes, 18 to 34 in. chest-measure for Vests, waist-measure for Drawers. For boys or girls.

No. 800. Two garments given for one-half Certificate.

Made of a patented fabric known as Velastic Fleece, in natural gray, soft and warm. Special attention has been given to the fit.

### Miss's Union Suit No. 90.

This is made of Bleached yarn, 1x1 rib.

Specify length from neck to ankle. One given for one-half Certificate. Fine ribbed, combed Peeler Cotton, fleece lined. Soft and warm.

### Boy's Union Suit No. 300.

In lengths 31 to 52 in. Specify length from neck to ankle in ordering. One given for one-half Certificate.



### Men's Knit Underwear—Winter Weight Shirts and Drawers.

Sizes: Shirts, 34 to 42 in. chest-measure; Drawers 30 to 40 in. waist-measure. Four offers:

No. 500. One garment given for one-half Certificate.

Made of fine combed cotton yarn, unbleached ribbed; fleece lined. Medium weight.

No. 600. One garment given for one-half Certificate.

Same quality as No. 201 Union Suit.

No. 700. One garment given for one-half Certificate.

Jersey-knit Lambsdown, fleeced. A heavy, warm garment of excellent wearing quality.

No. 301. One garment given for one Certificate.

Same quality as No. 202 Union Suit.

### Union Suits.

Sizes, 34 to 46 in. chest-measure.

No. 101. One given for one Certificate.

Made of fine combed yarn, unbleached; fleece lined. Medium weight.

No. 201. One given for one Certificate.

Made of heavy combed yarn. An exact reproduction of the British ribbed Balbriggan. Winter weight.

No. 202. One given for two Certificates.

Made of fine wool yarn, 1 x 1 rib. There is just enough cotton mixed in the yarn to prevent shrinkage. Medium weight.

### Correction.

In THE LARKIN IDEA for July we stated erroneously that we gave Polished Steel Ovens with one or two burners for one and two Certificates respectively. We should have quoted the Polished Steel Oven with one burner at one Certificate and 35c. additional.

## A New Laundry Help



### LARKIN LAUNDRY WAX

Keeps flat-irons clean and smooth and free from rust; making them glide easily over the fabric.

It is the housewife's duty to avail herself of every agency that will lighten her tasks; so we ask a trial for our new Product.

It is efficient, economical and clean.

Per 1½-oz. cake,  
10 cents

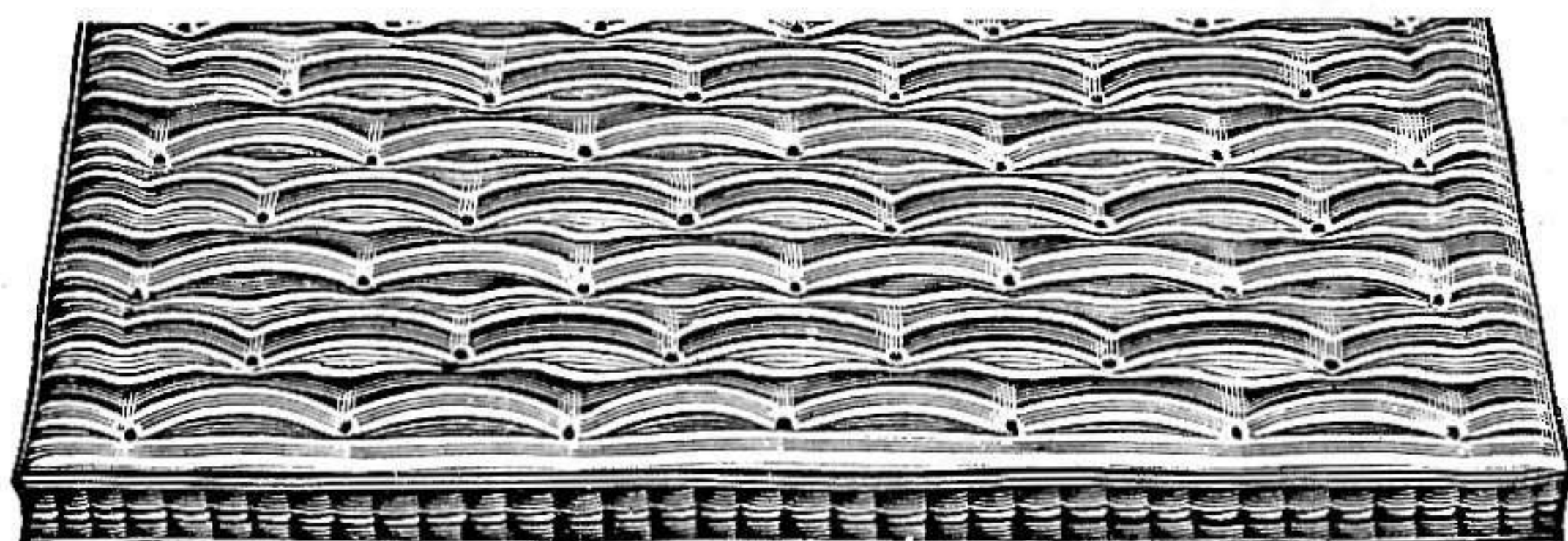


## Premium News.

### Mattress No. 15.

Given with \$10.00 worth of *Larkin* Products or for five Certificates.

The Mattress is thoroughly hygienic. The filling is African fibre and pure cotton, possessing great elasticity and strength; the whole enclosed in a pearl-gray-and-blue tick, heavy and strong, having 118



tan leather tufts firmly fastened. It is 5 in. thick; weighs about 50 lbs. It is bound with dark-blue braid, double stitched.

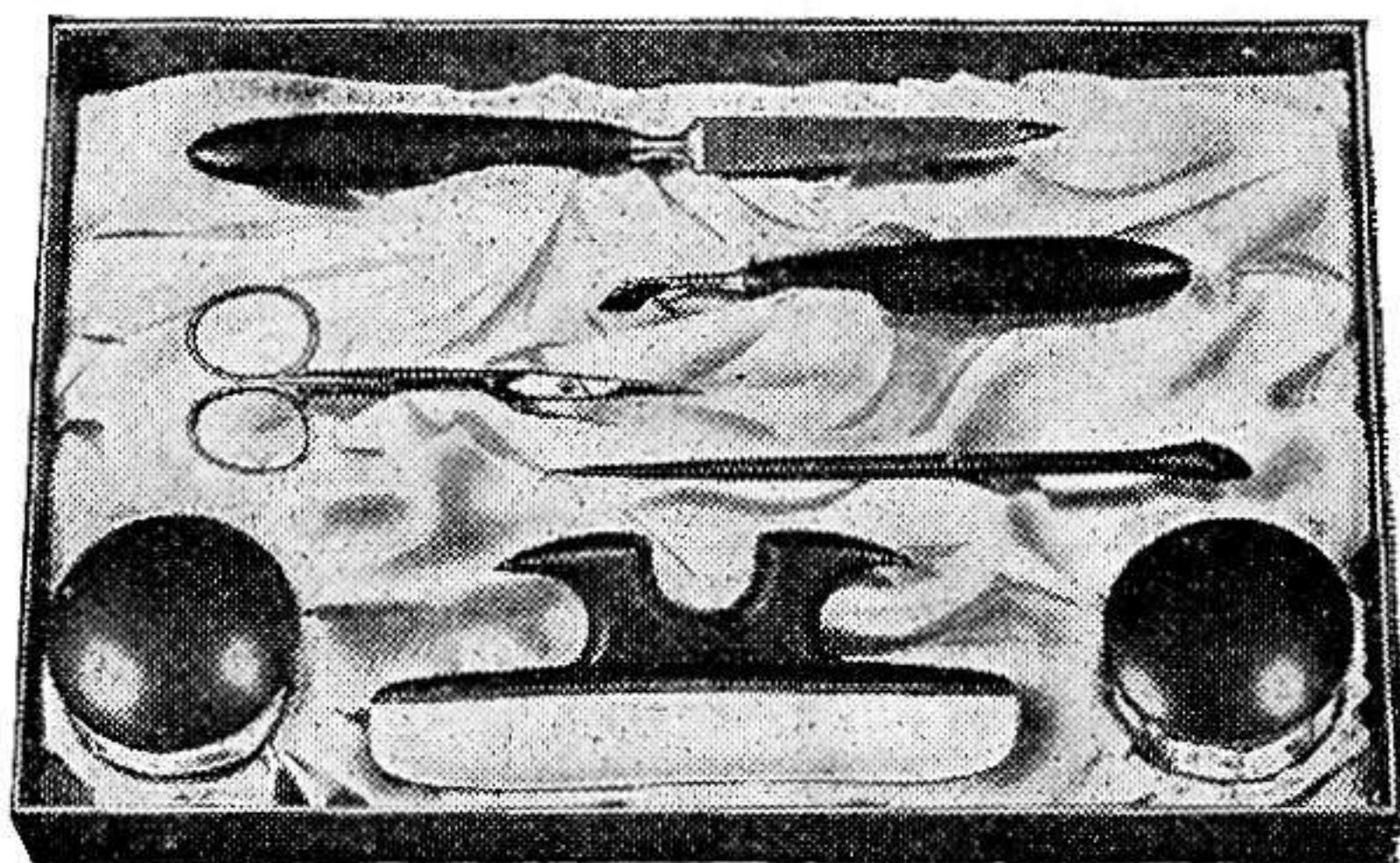
Illustration shows one-half of Mattress.

Widths to fit beds 3 ft. 6 in., 4 ft. and 4 ft. 6 in.; length, 6 ft. 3 in. An extra minimum charge of 50 cts. for special sizes not larger than regular.

### Manicure Set No. 52.

Given for two Certificates.

Includes 5 in. nail-buffer, two covered glass-enamel pots, nail-file,



cuticle-knife, hoof-stick and fine cuticle-scissors. A very useful as well as ornamental set.

Choice of Solid Ebony or Cocobola handles and covers. To mail, 24 cts. postage required.

### Ladies' Leather Belt No. 401.

Given for one Certificate. Mailed postpaid.

Made of soft-finished glove kid,



lined with heavy grosgrain Silk, fitted with solid Craig-gold buckle that wears like gold. Each belt has three eyeletted holes for adjustment. Supplied in three sizes;—24, 27 and 30 in. Order size plenty large, as they are easily shortened.

Choice of Black, Tan or White.

### Hunting Coat No. 33.

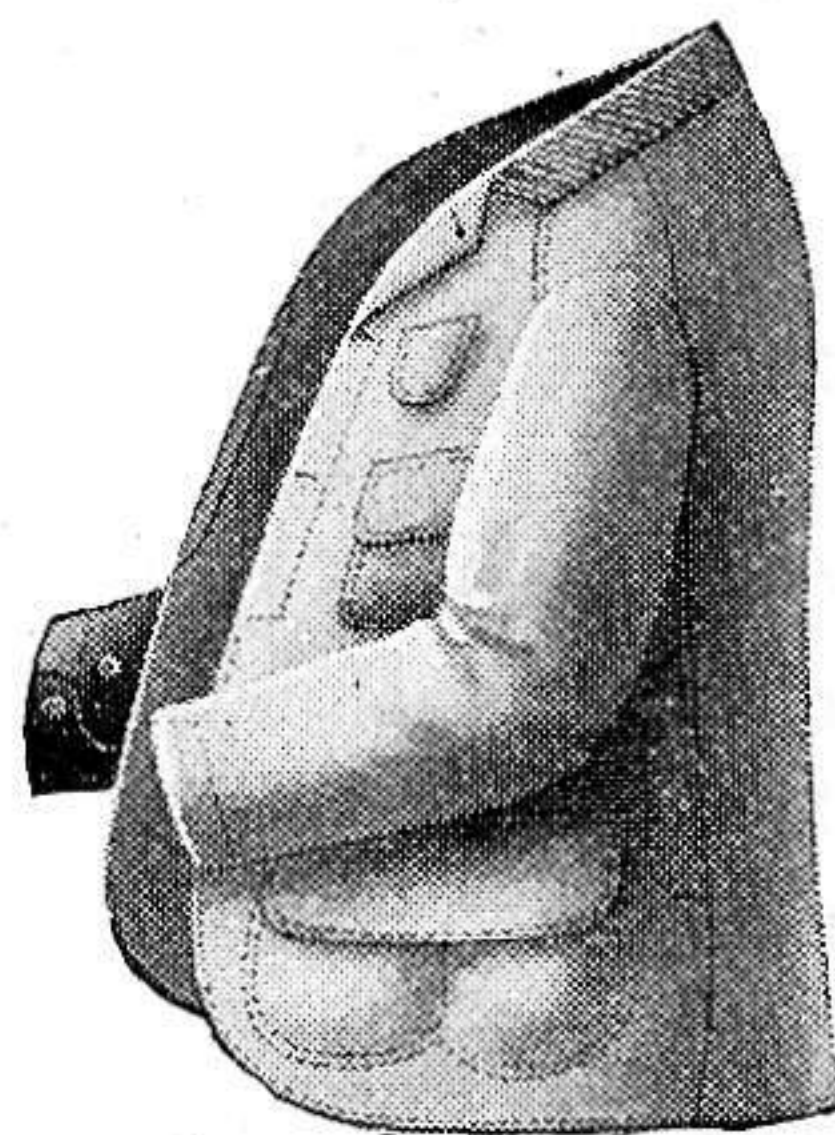
Given for three Certificates.

Made of water-tight Army-duck, so put together as to be absolutely water-repellant: not stiff, but soft and pliable.

Affords perfect protection from the rain. Full game pockets; seven outside pockets. Corduroy collar and cuffs.

Sizes: 34, 36, 38, 40, 42, 44, 46.

Special sizes, 75 cts. additional. When ordering, give chest measurements, allowing plenty of freedom.



### School-Bag No. 401.

Given for one Certificate.

Made of waterproof-cloth in dark blue Scotch-plaid outside, brown Canvas inside; bound with imitation leather. Cowhide straps, shoulder sling, brass buckles. Size, 13x10½ in.



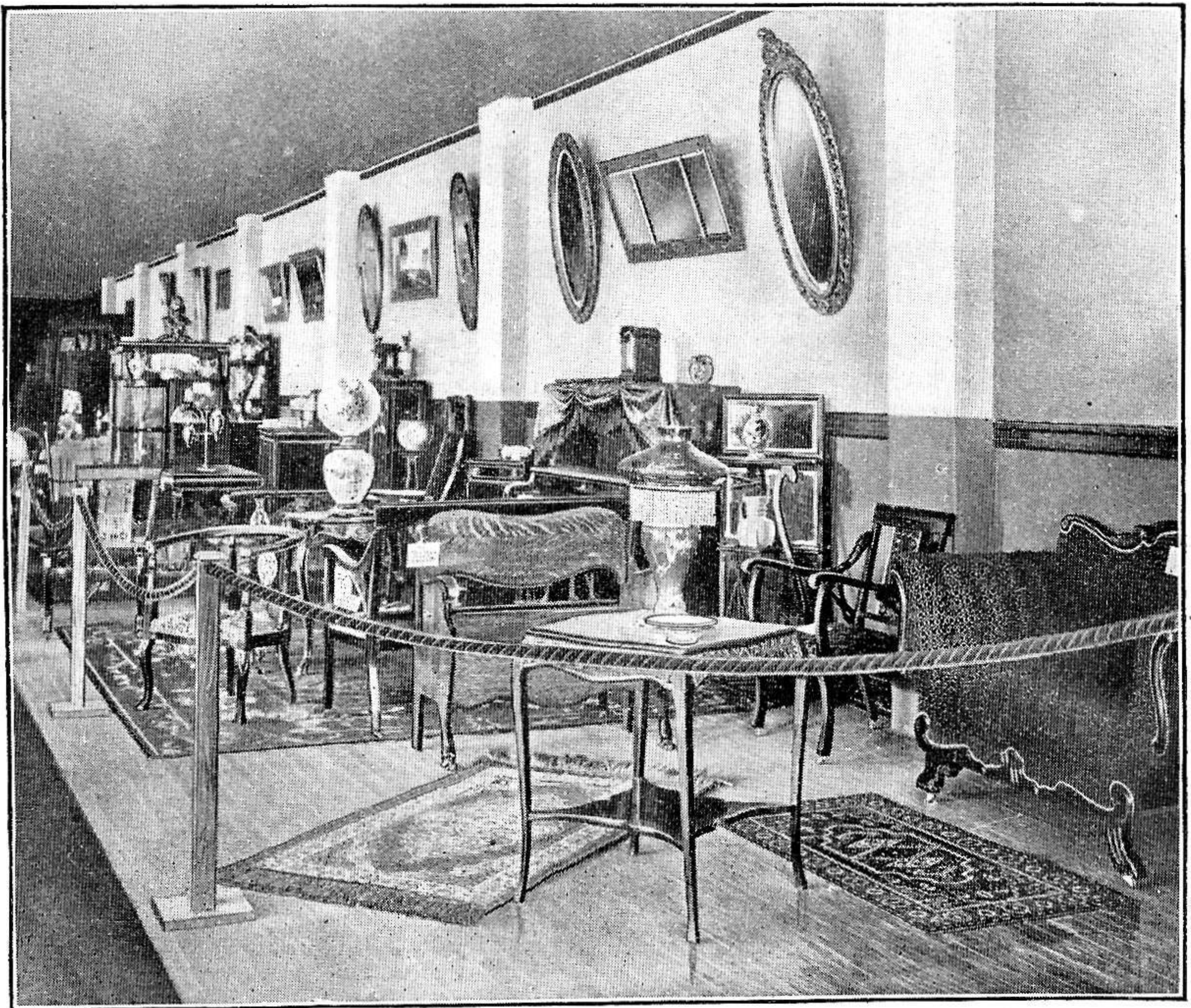


Pocket in front for small articles, 6x4½ in. To mail, 16 cts. postage required.

Dr. W. R. Knapp, Thayer, Neb., writes: "Some time ago we received the Chautauqua Parlor Oil Heater from your firm and wish to say it has proven a great comfort to our home. We fully appreciate the exceptional qualities of your offers and we are convinced that the Larkin goods are the best."

Mrs. Sarah D. McCloud, Simeon, Neb., writes: "The Lamare Cottage Dinner Set is beautiful and is certainly an exceedingly dainty Premium. The perfect condition in which it was received is sufficient proof of the careful attention given to packing. One trial of your Products shows their superior excellence."

Mrs. W. H. Batten, Wymore, Neb., writes: "I can show my appreciation of your liberality in no better way than continuing to deal with you. This I shall certainly do, for your Products are of a quality that can always be depended upon and are of never failing excellence. I can truthfully say, 'Once a Larkin customer, always one.'"

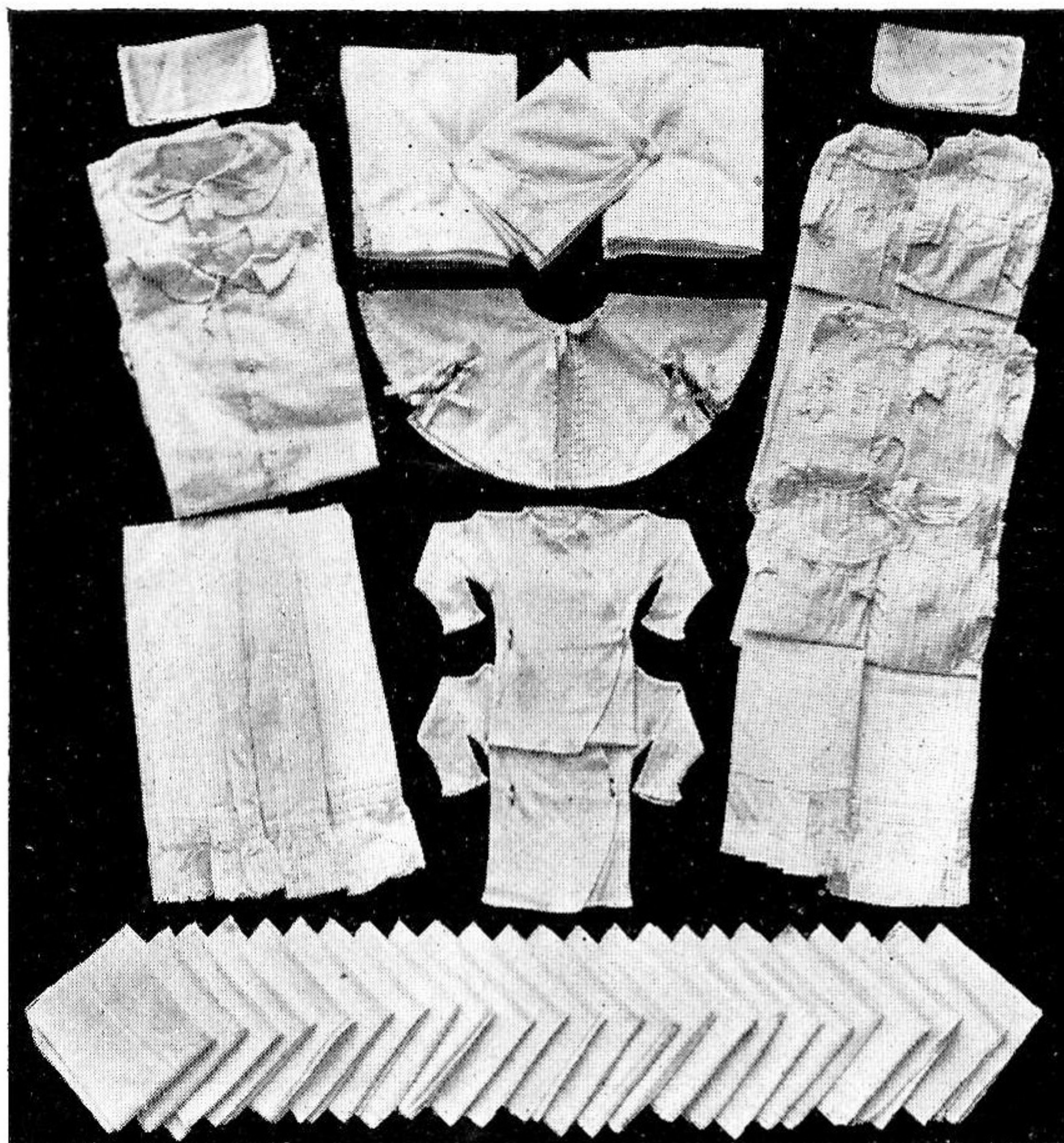


AN INTERIOR VIEW OF OUR NEW BUFFALO SHOWROOM.



# INFANTS' OUTFIT No. 215

Given with \$30.00 worth of Larkin Products, or for fifteen Certificates.



Set consists of 44 pieces. The dresses and skirts are made of a fine-quality soft-finish nainsook.

24 diapers, 27 in. square, made of bird's-eye cotton.

2 flannel bands finished with button-hole edge.

2 white domet night dresses, one pink and one blue trimmed.

2 white domet skirts, silk hemstitched.

1 white domet pinning-blanket, silk hemstitched.

2 knit vests of fine-ribbed cotton.

6 dresses. Two have plain skirts; yokes trimmed with tucks, embroidery and lace. Two have hemstitched skirts, tucked-and-hemstitched yokes. One dress with skirt trimmed at hem with one band of narrow lace insertion, lace trimmed yoke and sleeves. One dress has skirt trimmed with embroidery ruffle and fine tucks, yoke of fine tucks, embroidery and hemstitching.

4 skirts, one with tucked ruffle and three with embroidery ruffle and tucks.

1 white cashmere sacque, trimmed with silk embroidery and ribbon.

Shipped from New York City by express (charges collect).



# YOU CAN GET A NEW STOVE

WITHOUT COST WITH THE LARKIN PRODUCTS



## Chautauqua Parlor Oil Heater No. 54

Given for four Certificates.

Will heat a large room in coldest weather. Height, 28 in. Has brass fount and burner which diffuses the flame, keeps it at even height, and never smokes. Takes 10-in. circular Rochester wick.



## Jewett Reflex Gas Heater No. 611

Given with \$22.00 worth of Larkin Products, or for ~~11~~ ten Certificates.

Top, name-plate, reflector plate, front legs, feed-pipe and holder, all nickeled. No. 611 also has nickeled pilasters and foot-rail. The Reflex Heater has never been excelled. It embodies points of excellence not found in other Gas Heaters.

The Heaters illustrated on this page require 3-in. stove pipe. They are fitted with large single burner.

No. 611 is 42 inches high; for other sizes see our Stove Catalogue sent on request.



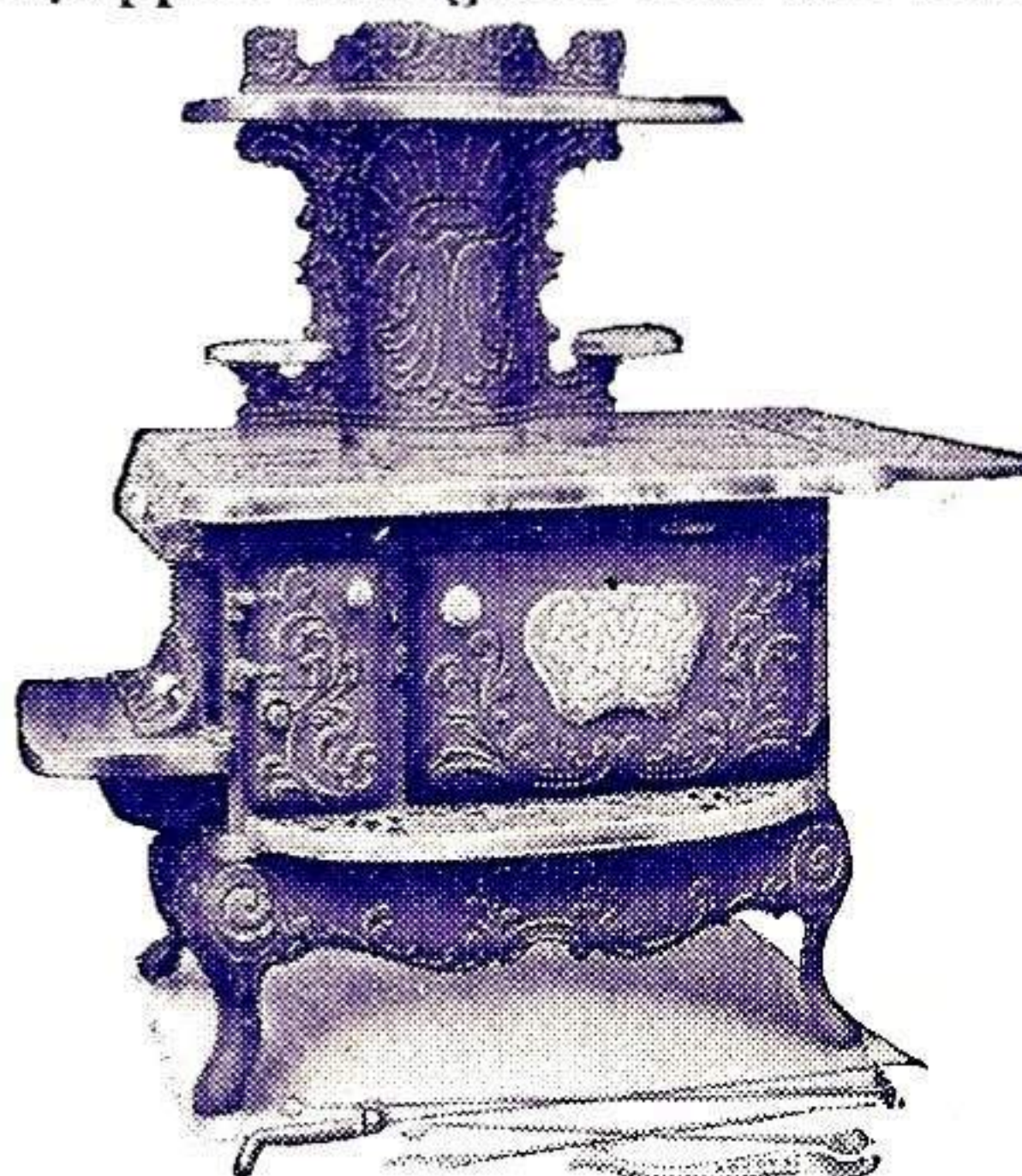
## Pan Oak Stove No. 511

Given with \$22.00 worth of Larkin Products, or for eleven Certificates.

The Pan Oak meets the demand for a medium-priced Oak. It is handsome, well made in all its parts, and is popular. Made with draw-center grate, large ash-pan, two ash-pit door panels, extra large bronze urn and register dampers. Check draft in pipe collar. Top rim, foot-rail, name-plate, draft panel and ash-pit door panels are nickeled.

The Pan Oak stoves are equipped with grates that will burn hard or soft coal or wood.

No. 511 is 52 inches high; for other sizes see our Stove Catalogue, sent on request.



## Favor Range No. 1621

Given with \$42.00 worth of Larkin Products, or for twenty-one Certificates.

For coal or wood. This Range has been widely and thoroughly tested under all conditions.

Stove Catalogue contains twenty-four offers of Favor Range, varying from sixteen to thirty-three Certificates.

Our complete Stove Catalogue mailed postpaid on request.



# SOME CHOICE LAMPS

PREMIUMS WITH THE LARKIN PRODUCTS



NO. 22

## Decorated Lamp No. 22

Given for two Certificates.

Columbia center-draft fount and burner. Globe and body nicely decorated with red roses on delicate green ground. Base and crown finished in dull brass and lacquered to prevent tarnishing. Height, 20 in. Diameter of body, 9 in.; of globe, 9 in.

## Library Lamp No. 95

Given with \$10.00 worth of Larkin Products, or for five Certificates.

Hangs 32 in. from ceiling when closed; 61 in. when extended. All metal parts are of solid brass, gold finished. Body and shade are beautifully tinted in neutral green, blending into dark red at top, and decorated with hand-painted red roses. Choice of 28 cut-glass prisms or 4-in. red beaded fringe.



NO. 95

## Palace Lamp No. 105

Given with \$10.00 worth of Larkin Products, or for five Certificates.

The body and globe are made of Cardinal (bright Cherry) glass with etched satin finish. The Success center-draft fount and burner gives a powerful light equal to 40 candles. All metal parts are of solid brass, gold-plated and lacquered to prevent tarnishing. Height, 25 in. Globe, 11 in. in diameter. Complete, ready for use. Globe only. Given for two Certificates, or for \$2.50.

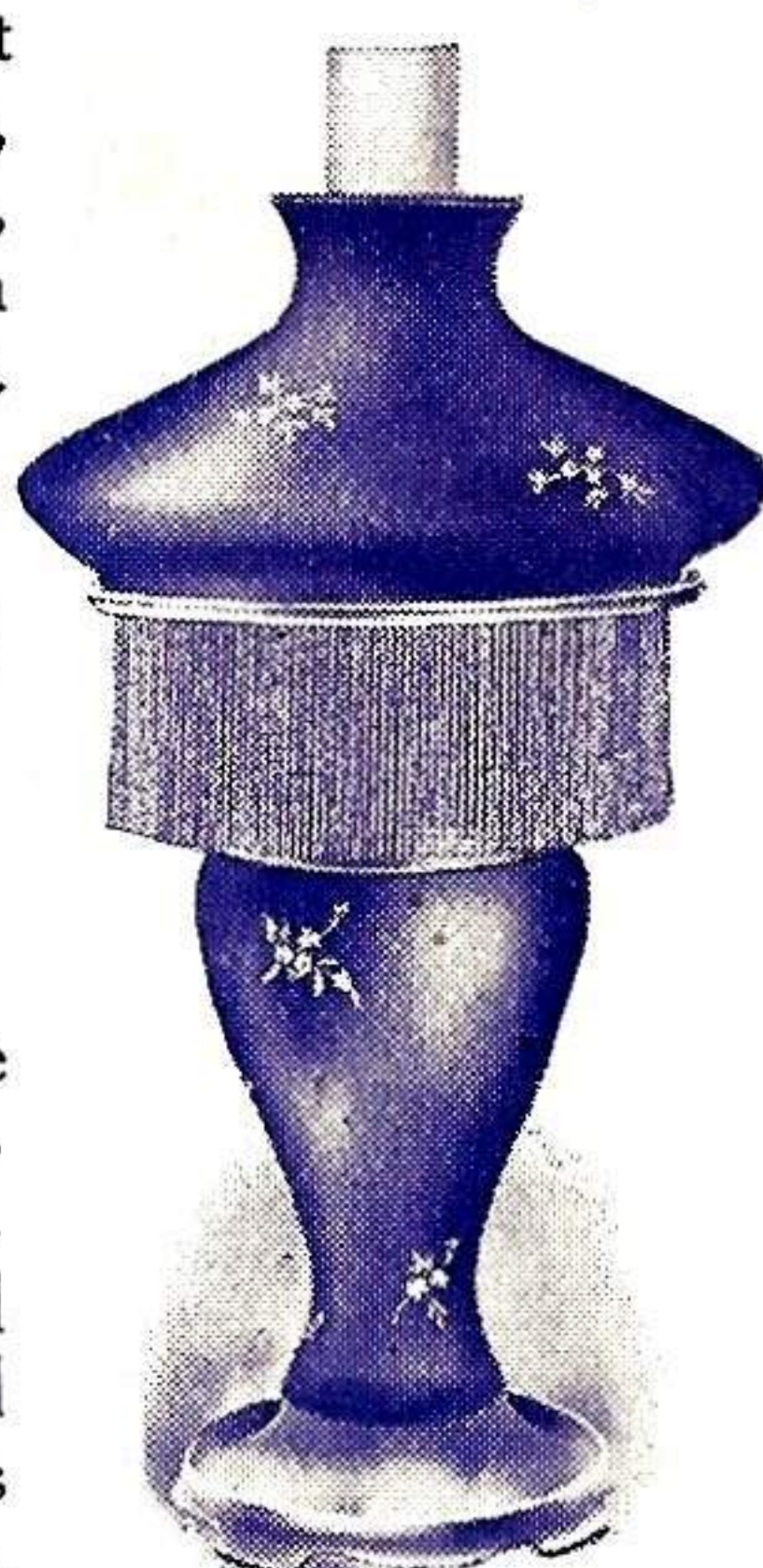


NO. 105

## Parlor Lamp No. 85

Given with \$10.00 worth of Larkin Products, or for five Certificates.

The body and shade of this beautiful Lamp are made of colored glass outside. Choice of bright, highly polished Red or dark Green, decorated with real gold; inside etched to produce a satin effect when lighted. All the trimmings are of solid brass, with English brushed finish, lacquered to prevent tarnishing. The Lamp is equipped with the Success center-draft burner and fount, and Belgian chimney.



NO. 85